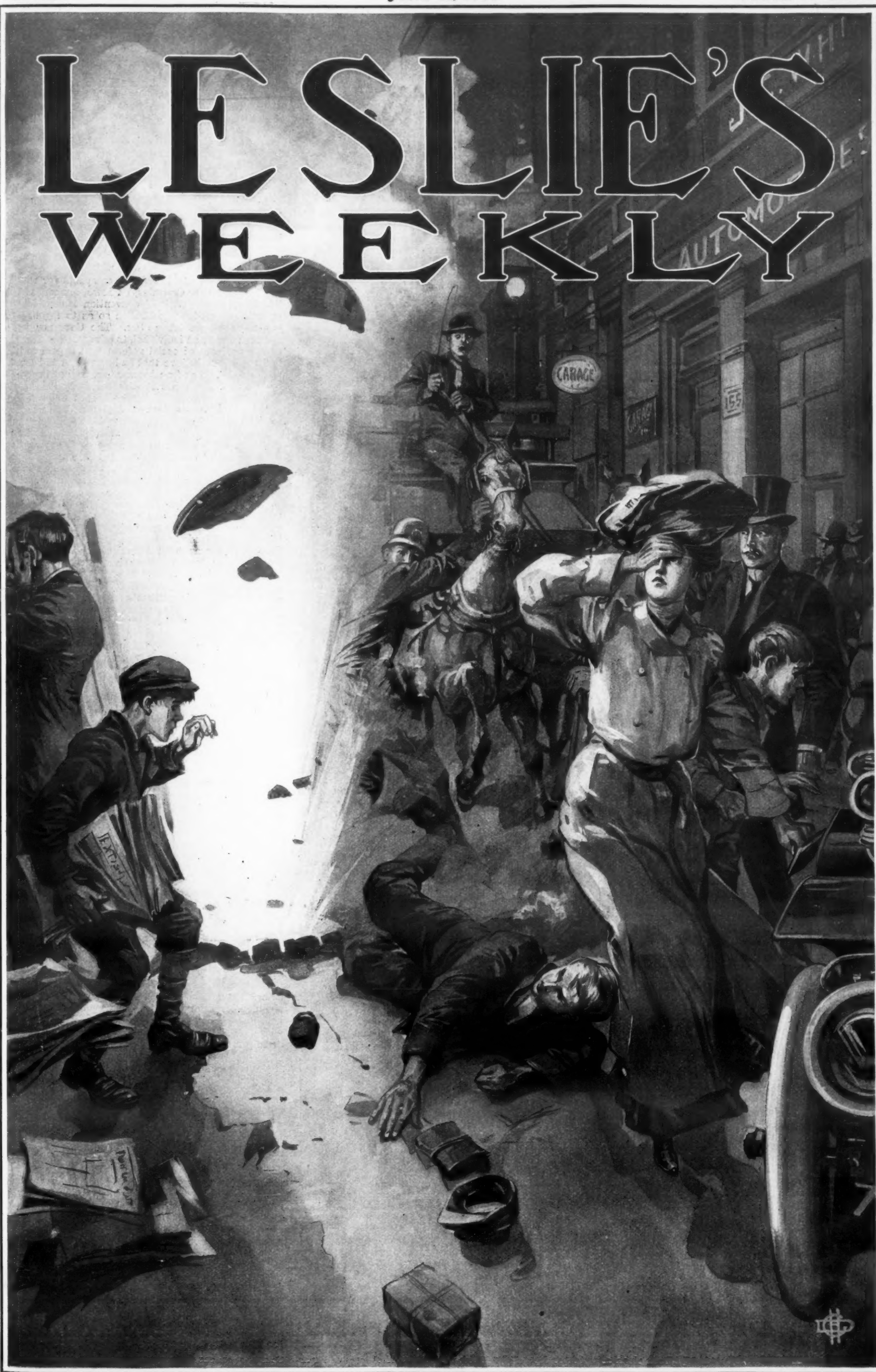


LESLIE'S WEEKLY



A STARTLING NEW PERIL IN NEW YORK.

FREQUENT EXPLOSIONS OF MANHOLES RECENTLY ARE CHARGED TO THE DRAINAGE OF GASOLINE FROM AUTOS, BY CARELESS CHAUFFEURS, INTO THE CITY'S SEWERS.—Drawn by H. G. Dahl. See page 506.

LESLIE'S WEEKLY

THE OLDEST ILLUSTRATED WEEKLY IN THE UNITED STATES

Vol. CII. No. 2650

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other reason.

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would be under obligations if that fact be promptly reported on postal
card, or by letter.

Leslie's Weekly has no connection with "Frank Leslie's Popular Monthly."

Thursday, June 21, 1906

The Bungle and "The Jungle."

THE TENDENCY of the press to magnify every-
thing into a sensation is manifested once more in
the Chicago packing-house disclosures. No newspaper
seems to have room for a simple, plain statement of
the facts. When Mr. Sinclair, who has been making
the most of the packing-house excitement, in order to
sell his sensational novel, "The Jungle," printed his
fiction and got it under the President's eye, an inspec-
tion of the meat industry by government agents was
quickly ordered. The result of that inspection ought
to have been made public at once, but it was not.
We discover that it showed that not one-twentieth of
the allegations were justified, and that the shortcom-
ings of the packing-houses related almost entirely to
sanitary matters, such as the failure of the employes
to wear clean garments and certain unsatisfactory
lavatory arrangements. The first report was followed
by a second one, made not by practical men, familiar
with the packing-house industry, but by a professor
in a Roman Catholic college, named O'Neill, and a New
York University Settlement-worker and lawyer, named
Reynolds. We submit that when one of these reports
was published, both should have been.

It must be obvious to the dullest comprehension
that, from a selfish standpoint, it would be extremely
unwise and dangerous for the packers to permit con-
ditions to exist which, if exposed at any time, must
result in ruin to their business. We do not believe
that such horrible conditions exist. In fact, we know
that they do not. During the lifetime of the late
Philip D. Armour, the writer, at Mr. Armour's invita-
tion, made a visit to the latter's packing-houses and
stockyards. He went unannounced, and was free to
go wherever he pleased. He visited the slaughter
departments, witnessed the process of manufacturing
oleomargarine, sausage, smoked meats, and canned
goods. A slaughter-house, at best, is not an inviting
place. It is not usually filled with the perfumes of
Araby. It is a place of blood and slaughter. The
writer, during his visit to the Armour plant, observed
the constant efforts made to maintain a clean and
sanitary condition of affairs throughout the vast estab-
lishment.

Aside from the sanguinary scenes in the slaughter-
pit nothing offensive was found. The men and women
were happy and contented at their work; their gar-
ments were as clean as could be expected of those
engaged in the performance of such duties, and, in the
sausage and oleomargarine departments, were almost
spotless. Both of these departments have been particu-
larly assailed, yet the writer found them quite whole-
some in all their surroundings. Thousands of visitors
to the Chicago packing-houses have been welcomed by
the proprietors from time to time. If odious practices
were being concealed the doors would never have
been opened. It is a curious fact that, until a writer
of fiction had a novel to prepare, and saw fit to fill it
with the horrible and ghoulish tales of the packing-
houses, no one had ever discovered that the latter
were the pest-holes of corruption and disease which
Mr. Sinclair pictured. The London *Lancet* had criti-
cised some features of the packing-houses, but it made
no such accusations as are found in the press at present.

Congressman Wharton, of the Chicago district, does
not hesitate to say that, behind this fierce onslaught
of an American novel writer on the packing-houses,
stand the German packers of meats who, finding
themselves pushed to the wall by the expanding trade
of the United States, have contrived through clever
agents to make this attack on their rivals in the hope
of so damaging American competition that it will cease
to be a factor for them to worry about. Mr. Wharton
lives in the packing district of Chicago, and worked
for Swift & Co., in the latter's packing-houses. He
says that that establishment has always been clean as

the kitchen of a rich man in Chicago or of any other
city. The floors are constantly mopped and scrubbed,
and while it is true that some of the foreign laborers
are of a low grade of intelligence, it is also true that
they are under constant supervision; while the girls
employed in the establishment are dressed in white
aprons, white wristlets, and white caps. They would
hardly be so attired, Mr. Wharton thinks, if they
worked in the indescribable filth referred to by the
writer of the book of fiction, who has inspired the yel-
low journals to make war on one of the greatest Ameri-
can industries. We commend Mr. Wharton's article,
printed elsewhere in this issue of LESLIE'S WEEKLY,
to the careful attention of our readers. We are not
surprised to read in one of the Washington specials that
"there is a feeling in the Department of Agriculture
that in the condemnation that is being visited on the
packing-houses at this time great injustice may be done
the meat-producing interests of the country, both in
the eyes of the world and with our own people at
home." The reports of this department show that
there is less tuberculosis among American cattle
than among those of Europe, and this is the disease
with which the packing-houses have most to contend.

The enormous proportions of this industry can be
inferred from the statement of the Bureau of Animal
Industry at Washington, that in 1904, in the matter of
ante-mortem inspection, 65,970,000 animals were han-
dled, including cattle, sheep, hogs, and calves, and the
total number of rejections was 134,432. What right
have fiction writers or the sensational press to bring
such an industry into public reproach, largely on the
statements of parties who appear to have derived their
information from anything but practical knowledge
and responsible sources? It is incredible that govern-
ment inspectors have been so lax in the performance
of their duties that they saw none of the awful things
of which the packers stand accused.

Having stirred the imagination and the wrath of
the people by these accusations against the packers of
American meats, we are told by Mr. Sinclair, in a re-
cent address, that he is prepared to show that other
American industries are just as bad. The Steel Trust,
for instance, is accused by Mr. Sinclair, according to
newspaper reports, of selling an output of iron and
steel, by collusion between buying and selling agents,
"which was as brittle as glass." It is now in order
for the sensational press to vilify, excoriate, denounce
and expose the great iron manufacturers of the
country, who, like the American packers, have aston-
ished the world by their forceful, aggressive, and suc-
cessful methods of doing business.

Has it ever occurred to the literary bushwhackers,
armed with muck-rakes, that they are seeking in a
day to pull down and destroy an industrial fabric which
has been reared only after many years of patient en-
deavor and at untold cost?

The Why and the Wherefore.

UPTON SINCLAIR, the yellow-journalist romancer,
whose novel is said to have suggested to Presi-
dent Roosevelt an investigation of the Chicago pack-
ing-houses, telegraphed the House Committee on Agri-
culture, while it was taking testimony on the meat-
packing business, and asked for a hearing. The
response from Congressman Wadsworth, the chair-
man of the committee, was suggestively brief. It
said:

I am directed by the Committee on Agriculture, House of Repre-
sentatives, to say that the committee does not deem it necessary for
you to be here.
WADSWORTH, Chairman.

Perhaps the reason why this curt answer was made
to the romancer, who is seeking all the publicity he
can get for his novel, will be found in the following
from the New York *Herald* of May 12th, 1903, just
three years ago. The italics are ours:

Arthur Stirling's disappearance, described by several New York
newspapers last June as a probable suicide and followed after a lapse
of several months by the publication of a book, entitled "The Journal
of Arthur Stirling," proves to have been a hoax perpetrated by Up-
ton Sinclair.

With the aid of two or three mischievous young friends, Mr. Sin-
clair convinced some reporters that a young poet had drowned him-
self because of the discouragement resulting from his inability to find
a publisher who would take his masterpiece.

Satisfied with the result of his hoax, Mr. Sinclair has stepped
forward to expose himself. In an article written for this week's *Inde-
pendent*, under the heading of "My Cause," he declares that, hav-
ing succeeded in accumulating \$1,000, he purposes retiring from soci-
ety for three years, to devote himself to writing the first volume of
what he intends to be the greatest of all American novels. In his
own struggles, Mr. Sinclair declares, he said to himself he would
"get even" with the literary world by choking it, and, if necessary,
by scaring it to death. He adds:

"I knew that the hoax would cost me my reputation and the re-
spect of all decent people, but that did not matter, for I have not been
favored with the acquaintance of many decent people, and am not
obliged to hear what the world thinks of me. Besides, I would cheer-
fully have robbed a house or sandbagged a millionaire had my task
been possible in no other way. My one desire was to raise a sensa-
tion—first, to sell the book, of course, and, second, to give me a
standing ground from which to begin the agitation of my cause."

His cause seems to be to write the great American novel. He
was warned, he says, not to publish his article, as all would mock
him, but he believes he can be bold in his inspiration, as he is going
to "take to the woods."

Mr. Sinclair's book, "The Jungle"—we give him
the free advertising he covets so much—shows that
he has succeeded in his purpose to "get even." It
also shows that he knew what he was talking about
when he disclosed the reprehensible methods by which
he proposed to court success. It is not surprising that
Chairman Wadsworth and his associates deemed it un-
necessary to hear his testimony. It would have been
better for all concerned, we believe, if others higher in

authority had viewed the romancer in the naked light
of this revelation of himself by himself.

The Plain Truth.

WE ARE informed by a reliable newspaper cor-
respondent at Washington that members of the
House Naval Committee frankly confess they never
would have recommended the building of a battle-ship
"carrying as heavy armor and as powerful armament
as any known vessel of its class" had not England
laid down the *Dreadnaught*. And our inspiring ex-
ample has not been lost on other nations. Japan is
building one even larger than the *Dreadnaught*, and
Germany has recently increased the tonnage of some
or her ships heretofore authorized to 18,000 tons. Is
it not time that a Hague conference, or some other
body of sane and thinking men, made an effort to
arrest this wild competition for big war-ships, induced,
apparently, for no better reason than the mere pride
of possession?

IN THE midst of his arduous campaign for re-elec-
tion, Governor Cummins, of Iowa, announces that
he will soon call a national convention to consider the
amendment of the Constitution so as to legalize the
imposition of an income tax. The Governor is, of
course, free, as an individual, to advocate the adoption
of any projects of social reform that appeal to him,
but we do not believe that he has a right to base his
crusade in favor of an income tax, as he is reported
to have done, on what President Roosevelt has said.
The latter's famous muck-rake speech did not indi-
cate that he favored that unpopular and, in many re-
spects, inquisitorial tax upon which the Supreme Court
set its ban. Until he proclaims his approval of it, we
shall not believe that he has gone so far away from
the dictates of the Republican party in its platform.
We are not prepared to follow Governor Cummins into
the ranks of the free-traders and the socialists.

A RECENT report on the trade of the United States
with South American countries throws a helpful
side-light on the ship-subsidy question. It appears
that the total trade in 1905 was \$207,000,000, of which
\$150,000,000 was with Argentina and Brazil. The
total imports from all South America in 1905 were
\$150,000,000 in value, and the exports to all South
America were valued at \$57,000,000. The countries
lying on the northern coast of South America give a
fair proportion of their commerce to the United States,
but those on the western coast give but a small pro-
portion. Venezuela sends to the United States thirty-
six per cent. of its exports, and takes from the United
States thirty-six per cent. of its imports. Peru sends
but nine per cent. of its exports here, and takes but
eighteen per cent. of its imports. All this commerce,
it should be noted, has been developed and carried on
by ships flying foreign flags. Our own merchant-
marine service amounts almost to nothing so far as
South America is concerned. Under a just and rea-
sonable subsidy system it is practically certain that
our trade with South America would soon be doubled,
and perhaps more than that.

THE muck-rake must go. The impression is growing
that the public is surfeited by promiscuous at-
tacks of sensational writers on men of eminence.
Recently, the editor of a well-known weekly, a man of
culture and gifts, accused President Roosevelt of
"calling newspaper men before him to tell them some-
thing, and then later denying the statement." The
same editor, in a wholesale attack on the newspapers
of New York, before a public audience, said that the
Times was "commonplace and uninteresting," and
dominated by August Belmont; that Mr. Reid, of the
Tribune, was made ambassador to England in payment
for party services by the *Tribune*; that the *Herald*
"is tainted with every fault that can be charged to
yellow journalism"; and that the *World* made its
money "from the publication of questionable adver-
tisements." After such a tirade of undeserved abuse
against newspapers of the highest standing and char-
acter, it is not surprising that the lecturer's audience
signified its disapprobation by withdrawal from the
hall. The President's little sermon on "The Man
with the Muck-rake" cannot be preached too widely,
or be printed too often.

THE LIBEL law of New York State, so far as it ap-
plies to newspaper publications, is so unjust and
one-sided that we are specially glad to record any
court decision which tends to relieve the law of this
element of injustice and inequity. Such a decision
was that recently rendered by the Appellate Court in
the case where a newspaper had been sued for heavy
damages for publishing an alleged libelous article.
The court held that in order to receive punitive
damages or "smart money" in a libel suit, the plain-
tiff must prove by a fair preponderance of evidence
that the alleged libel was published maliciously or
recklessly, and that whether or not the article was so
published was a question of fact for the jury. In the
case in question evidence was adduced at the trial to
prove the truth of the article, and also to show that
the publication was made in good faith and without
malice or ill-will. The trial judge, however, refused
to charge that the burden of establishing the malice
was upon the plaintiff, and awarded the latter ten
thousand dollars damages. An effort has been made
for several successive sessions to secure from the
New York Legislature the enactment of a law which
would give to newspaper defendants in all libel cases
the rights covered in the decision of the Appellate
Court in this case, but thus far without success.

-:-

PEOPLE TALKED ABOUT

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ALTHOUGH THE effort to secure an amendment to the Percy-Gray law in the New York Legislature



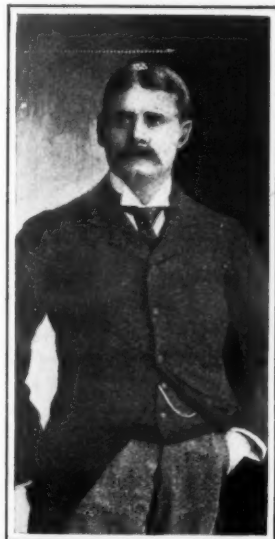
REV. ALBERT S. GREGG,
Who led a vigorous fight against
New York's race-track
gambling law.

at its last session failed of success, this was due to no fault on the part of the Rev. Albert S. Gregg, the field secretary of the International Reform Bureau, whose energetic, skilled, and effective marshaling of the forces acting in favor of the amendment elicited praise from all quarters. This infamous law permits gambling on race-tracks in the State. Mr. Gregg, who is an Iowan by birth, did reportorial work on various newspapers in the West and was for two years an editorial writer in Boston, and, later, the pastor of a Methodist church in Worcester, Mass., before he became a reform leader.

His first conspicuous work in this line was performed in several no-license campaigns in Massachusetts, wherein he showed his tact, ability, and resourcefulness as a fighter in good causes. It is gratifying to know that the International Reform Bureau has decided to keep up the fight against the Percy-Gray law, under Mr. Gregg's leadership, with the hope of better success before the next Legislature. To this end the State will be organized more thoroughly and anti-gambling sentiment focused upon nominating conventions and other centres of political influence. The workers in this cause are encouraged by the conviction that they will have the sympathy and support of Governor Higgins and the hearty co-operation of the churches, the Woman's Christian Temperance Union, the Young Men's Christian Association, the Christian Endeavor societies, and other agencies of reform.

THE PRESENT British cabinet is not only unusually strong on the literary side with such men as Bryce, Birrell, and Morley in the forefront, but the present Parliament contains a larger number of literary men than at any other time in its history. These include several noted novelists, essayists, and historians, besides many regular contributors to the periodicals of the day.

AMONG THE foremost of the eminent financiers of New York stands the president of the great and prosperous Bank of Commerce, Mr. Valentine P. Snyder. As an exponent of sound and successful banking Mr. Snyder has no superior, and he administers the institution of which he is the head with an ability that commands the respect of the money kings and the confidence of the public. It was also natural when, during the Russo-Japanese War, Japan desired to float a bond issue, that a large portion of the allotment to the American market should be intrusted for disposal to Mr. Snyder. The success of the loan in this country was to no slight degree due to his connection with and his recommendation of it. Other leading bankers, notably Messrs. Jacob H. Schiff and James Stillman, had a hand in



VALENTINE P. SNYDER,
The eminent New York banker,
lately decorated by the
Mikado.

the flotation, and these two and Mr. Snyder have recently received from the Mikado, in recognition of their valuable services, the decoration of the Third Order of the Rising Sun, an honor much coveted in Japan. Mr. Snyder, who was a poor boy, rose to his present high position in the financial world by dint of the hardest and most faithful industry, as well as native talent, and his career offers an excellent example to youths who have to carve their own way in the world.

THE RECENT outrageous attack by Mexicans on Americans at Cananea, Mexico, served to bring into great prominence a Mexican officer heretofore but little known in the United States. Colonel Emilio Kosterlitzsky, commander of the *rurales* in Sonora, who suppressed the disorder with an iron hand, and thereby prevented additional loss of American life and property, has had a unique career. He is a native of Russian Poland, but emigrated in his youth to this country. After a variety of experiences he

enlisted in Uncle Sam's army, from which, in 1871, while serving in Arizona, he deserted, fleeing to Mexico, where he obtained a commission in the army of that republic. Through the intercession of the President of Mexico, he was pardoned by President Grant, an act which doubtless influenced him to become, as he has been, a staunch friend of American interests



COLONEL EMILIO KOSTERLITZSKY,
The able Mexican commander who restored order after the riot at
Cananea, and his family.—*Lavallée*.

in his adopted land. Colonel Kosterlitzsky is a born soldier, and is admittedly the strongest military character on the Mexican frontier. He has been a terror to evil-doers, both savage and civilized, and his name is synonymous with law and order. His late effective service has added greatly to his reputation, and his promotion to high rank under the Diaz administration is looked for.

EVERY human being may boast of a multitude of ancestors, but rarely are more than a very few of these in mundane existence at the same time. Living grandfathers and grandmothers are quite numerous, almost every family having one or more of them. But great-grandparents and other relatives of that degree are but seldom met with. The exceptional good fortune of a little New Jersey lad in that particular, therefore, has excited wonder and comment. Indeed, he is so remarkably well provided for along that line that every child who reads these words, and who knows what splendid blessings to children grandparents are, will envy him from the depths of the heart. The fortunate youngster is four-year-old

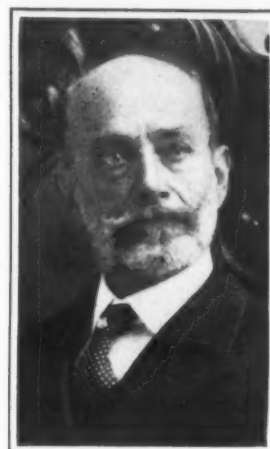


HAROLD C. WHITFORD,
A four-year-old lad, who has more great-grandparents than anybody
else living.

Harold Crandall Whitford, the son of Dr. and Mrs. O. B. Whitford, of Plainfield, N. J. His grandparents, Mr. and Mrs. A. Whitford, of Westerly, R. I., and Mr. and Mrs. J. A. Crandall, of Leonardsville, N. Y., are still alive, as are his following great-grandparents: Mr. and Mrs. Edwin Whitford, of Oriskany Falls, N. Y.; Mr. and Mrs. H. M. North, Leonardsville, N. Y.; Mr. D. S. Crandall, Leonardsville, N. Y., and Mr. A. S. Edwards, Bath, N. Y. These compose a galaxy of fond and interested elderly relatives, such as perhaps no other child in the land can boast of.

THAT THE business of the coming Pan-American conference at Rio de Janeiro is to be wide and

inclusive in its scope is indicated by the fact that even so small a portion of the Western Hemisphere as Porto Rico will be represented in it. Mr. Tulio Larrinaga, who goes as one of the regularly accredited delegates from the United States, is the Porto Rican resident commissioner at Washington, and it is to be expected that he will guard well the interests of his native island if they are in any way affected. The fitness of selecting as a delegate to the conference a man from our Spanish-speaking possession is obvious, the people of that language being predominant in the countries to the south of us. Mr. Larrinaga is a man of tact and ability, and he has discharged his duties at the nation's capital acceptably to his countrymen in Porto Rico. He will no doubt prove an efficient aid to his colleagues at the gathering in the Brazilian metropolis. His selection as a delegate to that important assemblage is a compliment to Porto Rico which should go far to prove that her welfare is not a matter of indifference to the central government.



TULIO LARRINAGA,
Of Porto Rico, one of the American
delegates to the Rio de Janeiro
conference.—*Harris-Ewing*.

A "SCANDAL in high life," which perhaps attracts more attention in the press of this country than it does abroad, is contained in the charges of theft made against the Princess von Wrede. A discharged servant revealed to the police a large quantity of silver plate in the prince's castle, near Mecklenburg, Germany, which he said had been taken by the princess from various continental hotels at which she had been a guest. Kleptomania is the explanation of the thefts, which are now admitted. The princess has been placed in a sanitarium. The present Princess von Wrede is not the lady bearing that title who visited this country some years ago. The latter has since been divorced from the prince, who married his present wife, who is a native of the Argentine Republic, in 1896.

AN EXHIBITION of zeal for temperance rarely, if ever, paralleled in the case of one in her high social position, was made lately by a lady of wealth and prominence at Washington, and created a sensation throughout the Union. Mrs. Mary F. Henderson, wife of former United States Senator Henderson, of Missouri, has been one of the most popular entertainers ever known at the national capital. She had accumulated in the cellar of her mansion a fine stock of costly old wines and liquors, which she had been in the habit of dispensing to her guests. But having become convinced of the evils of indulgence in strong drink, Mrs. Henderson took up the cause of temperance. At a meeting of the Independent Order of Rechabites at her home, Mrs. Henderson asked for opinions as to what she should do with the contents of her wine cellar. The unanimous sentiment was in favor of destroying them. Accordingly, Mrs. Henderson and her visitors emptied 1,000 bottles of the choice spirituous beverages into the gutter. The river of intoxicants attracted a crowd, and some persons were thirsty enough for liquor to take a drink from it. Thirty years ago Mrs. Henderson published a cook-book in which she described the various ways in which liquor might be used at meals.



MRS. MARY F. HENDERSON,
A wealthy Washington woman, who
emptied 1,000 bottles of rare
liquors into the gutter.

THE REV. DR. DAVID H. MOORE, of Oregon, one of the brightest bishops in the Methodist Episcopal Church, made a striking statement when he said, recently, that idolatry was better than no religion. The bishop amplified his remark by saying that anything that caused a man to recognize and pray to some power outside of himself was an improvement upon no religion at all. The saying might well be taken to heart by those clerical higher critics who seek to destroy a simple, old-fashioned faith in revealed religion, leaving nothing in its place.



ACTUAL AND ONLY SNAP-SHOT TAKEN AT THE MOMENT OF THE EXPLOSION OF THE BOMB NEAR THE ROYAL CARRIAGE CONTAINING THE KING AND QUEEN—SMOKE FROM THE MISSILE FILLING THE AIR IN THE BACKGROUND, THE CROWD STARTLED AND SOLDIERS HURRYING TO PROTECT THEIR MAJESTIES—COACH IN FOREGROUND IN WHICH THE ROYAL COUPLE FINISHED THEIR JOURNEY TO THE PALACE—A MAN STANDING NEAR THE PHOTOGRAPHER WAS KILLED.



PRINCESS ENA ARRIVING IN HER CARRIAGE AT THE STEPS OF THE CHURCH OF SAN GERONIMO JUST BEFORE THE MARRIAGE CEREMONY.



CUTTING AWAY THE HARNESS FROM TWO HORSES ATTACHED TO THE ROYAL CARRIAGE WHICH WERE KILLED BY THE BOMB.



KING ALFONSO ON THE WAY TO HIS WEDDING IN THE SUPERB ROYAL COACH DRAWN BY EIGHT PLUMED HORSES. THE BOMB BADLY DAMAGED THIS VEHICLE—THEN OCCUPIED BY THE KING AND QUEEN—KILLING TWO OF THE HORSES AND TWO MEN IN THE ESCORT.

THE TRAGICAL WEDDING-DAY OF SPAIN'S ROYAL COUPLE.

ATTEMPTED ASSASSINATION OF YOUNG KING ALFONSO AND HIS QUEEN BY AN ANARCHIST WHO THREW A BOMB WHICH SHATTERED THE ROYAL CARRIAGE AND KILLED MORE THAN A SCORE OF PERSONS AND WOUNDED MANY OTHERS.

Photographs from Illustrations Bureau.



MRS. TIMOTHY L. WOODRUFF,

THE YOUNG AND ACCOMPLISHED WIFE OF ONE OF THE MOST POPULAR REPUBLICAN LEADERS OF NEW YORK STATE.
From a painting by George Burroughs Torrey.

The Truth about Chicago Packing-houses by One Who Worked in Them

By Charles S. Wharton, Congressman from the Packingtown District of Chicago

TO THOSE of the reading public who have followed the reports, charges, and denunciations made through the columns of the public press, by magazine articles, and, incidentally, in the same connection I may note, by a book of recent origin, emanating from the over-wrought imagination of one Mr. Upton Sinclair, it must seem as if the packing-houses, the Chicago packing-houses, or those under whose management and control they are conducted, have worked overtime in an endeavor to supply the public, both at home and abroad, with diseased, filthy, unclean, unwholesome, germ-laden food, and to prepare the same under conditions that, if true, would be a tax upon the ingenuity of the human mind to devise. The eating of a nice, rare, juicy sirloin, or an evenly-done chop, under these conditions must appear in the light of punishment meted out to us to be partaken of with fear and trembling; and as for a mouthful of prepared or canned meat—the Lord only knows what crime that would be a fitting sentence for.

Having lived since boyhood in that part of Chicago known as Packingtown or, more properly speaking, that portion of the city adjacent to it—for Packingtown, strictly speaking, consists of the buildings, storerooms, and all sorts of working plants, canning factories, etc., used by the packers in disposing of the live stock shipped to the Chicago market—and my parents, not being over-supplied with this world's goods, I found it expedient and convenient at times to land a job. On one of these occasions I secured employment "pushing a truck" on the platform of Swift and Company's hog-house.

For the information of those who are not familiar with the work in and about a packing-house, I will say that this job is not commonly considered a snap; in the main it consisted of pushing truck-loads of barreled hams, cases of prepared meats of all kinds, barrels of pickled stuff, such as hearts, pigs' feet, etc., or, in fact, anything desired to be moved, from one department to another, or from a department to the platform where the cars are made up for shipment. Each truck-load would weigh six, seven, eight, or nine hundred pounds. I think you will agree with me that doing this sort of work from the time the whistle blew at seven in the morning until five, six, seven, or sometimes later in the evening, is not what one would consider a sinecure. At any rate, I did not, but I always had a good, healthy appetite after my day's work, as did everybody else in that line of work, and there were many; sometimes there would be as high as seventy or eighty men and boys in the gang doing this kind of work in that part of the establishment.

Our work took us to all parts of the building, from the sausage-room on the top floor to the pickle-cellars in the basement; sometimes after loads of hams on the second or third floor; sometimes for loads of salt meats down stairs; sometimes into the coolers in a different part of the building, where the fresh meat was handled; and sometimes to other buildings often half a mile or more away from our station. One working in the capacity of a trucker came into contact with pretty nearly every department and every nook and corner of the plant, and had abundant opportunity to see the workings of these departments, to become familiar with conditions as they really existed—not as a mere sight-seer, or for the purpose of inspection, or gathering impressions with a view to writing a book; nor for any other purpose except that it became part and parcel of a man's experience and knowledge of the packing-house. Its customs, habits of men, mode of operation in the beef- and hog-killing industry all came under my observation. My experiences and knowledge of Packingtown were not alone gathered at that time while so employed as an unskilled laborer. My whole life was spent in and about the stockyards district of Packingtown and vicinity. My father was engaged in trade connected with a small live-stock commission house in the yards. I have shown numbers and numbers of people, visitors and strangers, through the various plants, as a boy, and made many a quarter and half-dollar by acting in the capacity of guide.

Now, each establishment has a corps of regularly employed guides to show visitors through the various departments, the sights, and the methods used from the time the steer, hog, or sheep goes up the chute with a bellow of defiance, or a grunt, or a bleat of alarm, as the case may be, to his untimely end, until, through the various stages, the animal comes out as a finished meat product, hung on the hooks in the refrigerator, or as potted ham, dried beef, or a hundred and one other meat products, according to the part of the animal and the department of the industry it is fitted for. The visitor sees everything that is to be seen from the time he enters on the trip of exploration to the finish, from cellar to garret, from top to bottom, from counting-room to canning-room, from the office to the stable, from the time the animal goes into the house alive, through all the various stages, until it is rolled down a hanging trolley with countless others of its kind to the inspector who, not only in name but in reality, inspects the carcass—every carcass that has been killed—and can see every one of them tagged, passed, or rejected, as the case warrants.

When a steer or bullock is driven up to the little pen that is to start the preparation for his earthly end he has already been inspected in the stockyards while alive. The official executioner walks along in a trough above the heads of the cattle marked for execu-

tion, each in a separate little pen or inclosure, and strikes him a blow on the top of the forehead between the horns. Generally, one blow is sufficient to knock the animal to his knees, and if not, a second is administered; usually one does the trick, but I have witnessed—at least in one instance—a steer which had to be "knocked" as high as seven times before being stunned. A little gate, forming a partition between the pen and the inside of the slaughter-house known as the "killing beds," is raised, a shackle made of chains is placed around the hind leg of the steer, and at the touch of a lever the chain is drawn taut, and up goes Mr. Steer in the air until his head is high enough above the floor to permit the butcher to make the necessary cut that finishes him, before starting to dress the animal. He is cut all the way up by a quick, straight run of the knife; the blood gushes out on the floor, where it is squeezed, by men and boys employed for that purpose, into a trough, and from there conveyed—in receptacles provided for that purpose—to



HON. CHARLES S. WHARTON, CONGRESSMAN FROM THE FOURTH ILLINOIS (PACKINGTOWN) DISTRICT IN CHICAGO.—Wallinger.

the department where this by-product is converted into fertilizer, etc. The entrails are also removed and conveyed to their respective departments to be made into sausage casings, instrument strings, and other and various articles of commerce and uses to which they are applied. The hide, hoofs, and head also come off by quick and accurate cuts and turns of the knife.

The carcass is washed with warm water while hanging and still warm, wiped dry with a cloth, and finally is pushed along on the trolley—on which it is suspended—into the coolers, never touching the ground from the time it is shackled and lifted up till it reaches the end of its journey as a quarter of beef, and is hung, with rows of others, in the coolers. Then, to supply the city trade, some of them are chopped into what are called the different "cuts"—sirloin, porterhouse, round, plank steaks, rib roasts, etc. Others are sewed up in clean, newly-made cloth bags, put into refrigerator cars, after they have hung in the coolers a proper length of time, and shipped to the four corners of the earth, each bearing its proper inspection mark, showing that it has been examined and passed. Those that are not passed are rejected, carried to a place set apart for them, sealed and locked up, filled with kerosene and burned.

Of course, while the killing is going on, the surrounding floor, etc., does not present a very pretty sight. Neither does a hospital room during and after an operation on a patient; yet both are necessary to accomplish the purpose in view. The floors are washed with water and kept as clean as the circumstances will permit. Meat is not piled on the floor, and men do not walk about and spit upon it, as has been charged. Of course, where there are large bodies of men working together, many of them foreigners, some illiterate, and in varying stages of mental development, you will find in these places, as well as in any other, a few who do not keep up to the standard of our ideals, and whose personal notions and traits may be such as to impel them to commit some reckless or wanton act, such as lack of care where they spit; but this is only in isolated cases, not a general rule, as some of the present agitators would have you believe, and any act or indiscretion of this nature is punishable by dismissal of the offender from further employment. It must also be remembered that many of the plants have been remodeled and rebuilt since the time of which I write, and in all of these reforms as to sanitation have been effected, and perfectly adapted floorings, such as concrete and cement, have been used in construction, which make the same absolutely water-tight.

The sausage-room and canning department, heralded by our notoriety-seeking writers as their "chamber of

horrors," their trump card, played in an effort to charge something sensational enough to startle the public mind and thereby bring themselves into the limelight of notoriety, offer a particularly good field for the insinuation of baseless and unfounded accusations, for here meats of various kinds are mixed with large amounts of seasoning and other healthful ingredients and cooked. Right here is where the slander and lie are intended to produce the quick effect. The idea is cleverly conceived that whatever charge is made concerning the products of this department, it will be more readily believed because meat subjected to a process of mixing, seasoning, or cooking might prevent unwholesome or spoiled products from being discovered by the ordinary sense of taste or smell.

Sausage meat, it is true, is made from the less expensive cuts and parts of pork, and trimmings from various cuts. It is also true that beef is used to some extent in the preparation of what is universally known as pork sausage. There are, of course, different grades of this commodity, as there are in all other meats, whether it be sausage, roasts, steaks, chops, or any other cut, and, as everybody knows who has ever bought a pound of tea, sugar, or flour, or other article at the grocer's, according to the grade, it ranges higher in price than a grade not as choice in quality; but nothing goes into its composition that is unwholesome or unfit for food consumption, or is made from meat that is spoiled or which has been handled in any manner other than that which would be approved by any good painstaking housewife in the preparation of food for her own table. The talk about rats getting into the choppers is absolutely ridiculous; each chopper is in charge of a competent sausage-maker, and as the huge semicircular knives of the machine roll or rock back and forth on the block upon which the meat is minced, the sausage-maker stands in front of the block, banking it up and keeping the meat properly spread between each movement of the blades. These blocks are kept scrupulously clean, and the meat used can be seen stacked up in piles alongside the blocks, on trucks or platform, fresh, sweet, and clean.

What I have said concerning sausage meat applies with equal force to the preparation of canned meats, which, by the way, is one of the very large and important branches of the meat-packing industry. Of course I do not mean to say that the meat used in the preparation of the various and many canned products is the same class or grade of meat that you get in a first-class sirloin steak or roast; on the contrary, when the cattle come into the market each animal is of a certain grade or quality; some are young, fat, corn-fed cattle, commanding a relatively high price, anywhere from five cents a pound up to six and six and one-half, and at times bringing even higher prices than that. There is a class of cattle known to the trade as "canners"; in the main, this class embraces old cows and steers without very much fat, the meat of which is inclined to be stringy and tough, and of course not as choice as the higher grades. These range in price from one dollar and seventy-five cents a hundred pounds up to two and a quarter, two and a half, or higher, according to market conditions and the laws of supply and demand. But do not imagine for a moment that this class of cattle is diseased or in any way unfit for food; on the contrary, the meat of these animals is as good and wholesome as the others; the difference between them and the better grades may be compared to the difference between a tender spring chicken and a tough old hen, the latter a pretty toothsome dish when boiled with dumplings, but which would hardly tempt the ordinary appetite when served up as a young broiler.

Continued on page 596.

Knows Now

DOCTOR WAS FOOLED BY HIS OWN CASE FOR A TIME.

IT'S EASY to understand how ordinary people get fooled by coffee when doctors themselves sometimes forget the facts.

A physician speaks of his own experience:

"I had used coffee for years and really did not exactly believe it was injuring me, although I had palpitation of the heart every day.

"Finally one day a severe and almost fatal attack of heart trouble frightened me, and I gave up both tea and coffee, using Postum instead, and since that time I have had absolutely no heart palpitation except on one or two occasions when I tried a small quantity of coffee which caused severe irritation and proved to me I must let it alone.

"When we began using Postum it seemed weak—that was because we did not make it according to directions—but now we put a little bit of butter in the pot when boiling and allow the Postum to boil full fifteen minutes, which gives it the proper rich flavor and the deep brown color.

"I have advised a great many of my friends and patients to leave off coffee and drink Postum, in fact I daily give this advice." Name given by Postum Company, Battle Creek, Mich.

Many thousands of physicians use Postum in place of tea and coffee in their own homes and prescribe it to patients. "There's a reason."

A remarkable little book, "The Road to Wellville," can be found in packages.

How Carnegie Heroes' Medals Were Won

AWARDS OF twenty-six medals and \$10,500 in cash were made recently by the Carnegie Hero Fund Commission. Miss Lucy E. Ernst, of Philadelphia, received a silver medal for an act of bravery unparalleled thus far in the cases which have come under the commission's observation. While searching for birch-bark in the woods last summer, Harry Schoenhut, her companion, was bitten in the right arm by a rattlesnake. Miss Ernst cut away his sleeve, but the arm was already black and a large sac had formed. She tried to suck out the poison, but was obliged first to make an incision with her penknife. The danger to the rescuer was aggravated by the fact that her lip was cut at the time, but the only evil effects which she felt were from the mouthful of venom which she swallowed and which made her ill for a week. The young man recovered from the bite in a few days. Miss Ernst is inclined to make light of her exploit, saying that she did what any one else would have done



MICHAEL P. O'BRIEN, OF NEW YORK, WHO RESCUED A WOMAN AND TWO CHILDREN FROM A TENEMENT-HOUSE FIRE.

MISS LUCY E. ERNST, OF PHILADELPHIA, WHO SAVED A FRIEND'S LIFE BY SUCKING THE POISON FROM A RATTLESNAKE BITE.

CHARLES A. SWENSON, OF NEW YORK, WHO SAVED A MAN FROM DROWNING IN THE EAST RIVER.

under the circumstances, but the Carnegie Hero Commission couldn't see it in that light.

Charles A. Swenson, of Brooklyn, an employé of the Manhattan Elevated Railroad Company, received a

bronze medal for rescuing a would-be suicide who jumped from an East River ferry-boat last November. He is awaiting an appointment to the fire department. Swenson has a gold medal for saving a boy from drowning ten years ago, has stopped several runaways, and is one of the best athletes of the Willow Place Chapel Association. He is twenty-seven years old.

The deed for which Michael P. O'Brien, of New York, received his silver medal was one of sensational daring. He crawled along a five-inch coping to the flat where a woman, her newborn infant, and another child were in danger of burning to death, passed the children to men in the windows of the next flat, and carried the mother to the window when the firemen raised a ladder. He has a long list of other rescues to his credit, one of them from danger by fire, the rest from drowning. He is twenty-four years old and a Spanish-war veteran. He is a plasterer, but he has won some reputation as a pugilist.

The Man in the Auto.

THE GLIDDEN trophy contest has degenerated from the heights of pure sport to the depths of trade rivalry. Last year's award, while it went, fortunately, to a good car, was certainly not based on any actual data or performance. For this year's contest the committee suggested so many tentative routes before deciding on one, it is feared that the entry list will suffer. New York is the only logical place to start the tour from if metropolitan press publicity, which is really national, is desired. It would have been better to put all the cars in one class, make it an individual, not a trade, affair, have a good time, and award the trophy on merit, regardless of all else, and the sport and industry would benefit by it.

THE ANNUAL June or early July fixture known as the Bennett race is now but a classic memory, the present holders of the great trophy, the Automobile Club of France, having declined to race for it again. A new race, the Grand Prix, has been substituted for it, so that France could have a preponderance of entries in it. Hence the new race is not really international.

THE OILING of the Vanderbilt course in Nassau County, Long Island, last year and the year before was an object-lesson to the natives, who are now petitioning the board of supervisors to oil every road in the county, to abate the dust nuisance and allay the evil created by dust raised even by slow-moving, horse-drawn vehicles, to say nothing of that raised by fleet automobiles.

IN A LETTER expressing his interest in a recent article in *LESLIE'S WEEKLY* describing an automobile school for society women in New York, Mr. F. P. Speare, educational director of the Young Men's Christian Association in Boston, states that the first regular automobile school in the world was established in 1903 by the evening institute of the Boston Young Men's Christian Association, and that every other enterprise of the kind in America was an offshoot of this idea. The Boston automobile school, Mr. Speare says, has the most extensive and commodious quarters of any similar establishment in this country, a large and valuable equipment, and has been attended by over 900 persons, representing every phase of society.

ANSWERS TO INQUIRIES.

"E. E. S."—It is important that your tire should be pumped to the fullest and proper degree, otherwise the strain comes on the fabric and not on the air cushion, and the tires will become rim-cut. It is not necessary to jack up the wheels on the car, because the weight of the car when the tire is on the ground has its influence, at any rate. Jacking up a car when pumping the tires merely makes the initial pressure on the valve and pump easier.

"W. H. G."—That the motor business-wagon is about coming into its own is evident, but whether these motor-wagons and trucks will be built in large numbers in factories or assembled by the present-day horse-drawn wagon-builders, is a question. In all of the big cities there are lots of little local wagon-builders and blacksmiths who build the best horse-drawn wagons in the world. In fact, it is claimed that, except for the very lightest uses, country-made and shop-made wagons will not do for city use. Hence, it may be possible that the local wagon-builder who is best fitted to meet local conditions—and they certainly vary from city to city—will buy the parts of the chassis from the big-parts makers and assemble them as they have always done, and build a body to suit his customer's wants; otherwise the local wagon-builder must go out of business and the local idea of peculiar wagon construction must be abandoned.

"A. M."—There is only one type of make-and-break ignition, the Caron, which can be fitted to the motor of a car which now has a jump-spark system. In the Caron system of ignition, the make-and-break spark is produced in the plug itself by the current, and not mechanically, so that, outside of fitting the magneto, no other alteration would be needed in your car.

"A. C. F."—The third race for the Vanderbilt cup will undoubtedly be held over the Long Island circuit again, but with some slight changes in the course. It is confidently expected that there will be more American entries than last year, hence another eliminating race will be in order. England, for the first time, has announced its intention to compete for the cup, and it may also be possible that either



NEW RACING CHAUFFEUSE AT ATLANTIC CITY BEACH—MRS. H. ERNEST ROGERS, DAUGHTER-IN-LAW OF MR. H. H. ROGERS, THE STANDARD OIL MAGNATE, IN HER AUTO AT THE FAMOUS RESORT.—Lazarek.

Switzerland, Belgium, or Holland will ask for representation also, in addition to France, Germany, and Italy, which are sure to be in the race.

"W. G. H."—Your ignition trouble may rise from defective wiring. The jump-spark system which you use produces a very high tension current, which always seeks the line of least resistance to escape before reaching the plug. Try a new set of cells, and buy the best and heaviest primary and secondary ignition cables that you can procure, being of course particular to attach the cables to their proper points.

ALEX SCHWALBACH.

Lessons of the San Francisco Fire.

IN CONNECTION with the activity of the moneyed interests of San Francisco, whose plans for financing the rebuilding of the city, with an improved street system and business structures of steel-frame construction, are rapidly taking shape, the opinions of an expert in fire insurance have special significance. Charles A. Shaw, ex-secretary of the National Board of Fire Underwriters, has given to *LESLIE'S WEEKLY* the following statement of his views of the future of fire insurance on the Pacific coast:

Ever since I visited the Pacific coast, two years ago, and investigated conditions for myself, I have been of the opinion that San Francisco and California were undesirable fields for fire-insurance companies, at least at the rates which have prevailed up to the present time. Indeed, I have more than once seriously suggested that our company should write no more business on the coast.

Of insurance against earthquake I need say very little. No such thing exists now, and though some business in that line may, and probably will, spring up in the first few months after the disaster, risks must be taken at such high rates that such business cannot be permanent. People will forget their fears, as the inhabitants of Naples do, in the matter of the eruptions of Vesuvius, and conclude to take chances without earthquake insurance.

One effect of an earthquake, even of the slight shocks which San Francisco has felt so often that, before this disaster, they attracted little attention, is the shaking and cracking of flues, which adds greatly to the fire risk. Defective flues are so frequent a cause of fire throughout that part of the continent which suffers severe winters, that, if the insurance companies could refuse to write policies in the territory lying north of an imaginary line drawn due west from the northern boundary of Massachusetts, they would make money by the exclusion. How much larger must the percentage of defective flues be in a region which suffers these frequently recurring shocks.

The breaking of water-mains by a severe shock is a hazard which has never been really taken into account, but it will have to be considered in future. I do not believe it possible to construct any system of water supply which will be entirely proof against earthquakes.

Another reason for caution in writing Pacific-coast insurance is found in the climate. In a great part of California there is no rain from March to November, and everything is as dry as tinder, actually inviting conflagrations.

When such reasons for increasing rates have been urged, Californians have protested against "discrimination" against one section of the country, and have pointed to the fact that no serious earthquake had been felt there for many years. But now that the profits of many years of the insurance business in California have been swept away in a single day, some such readjustment of rates must be made if the business is to be carried on.

Of course the new San Francisco will be largely a steel-built, fire-proof city, so far as business buildings are concerned; but there should be what you may call earthquake fire-proofing. Instead of flues of brick, steel-frame buildings should be provided with metal flues, cased in asbestos blocks. These would be less liable to deterioration from earthquakes. In any case, owners of California property must make up their minds to the payment of higher fire-insurance rates in future.

Another and more general result of the disaster is likely to be an increase in rates for the congested districts of cities in all parts of the country. The difference of opinion among insurance men in New York is merely on the methods of bringing this change about. It must be made not only in the interests of the companies themselves, but for the protection of policyholders. It is not known yet how heavily some of the companies have lost by the fire. If a company has to pay so much as to impair or wipe out its surplus, measures must be taken to restore the surplus. The policy of self-protection will compel an increase in rates for the more hazardous risks.

Another lesson of the fire is that legislation prohibiting insurance combinations for the fixing of rates is simply wicked, in view of the losses which the companies have sustained. A combination of this sort is resorted to merely in order to fix a rate that will give a reasonable profit. If the rate is unreasonable, other companies, not in the combination, will cut it and get the business. The proposed anti-compact legislation would prevent co-operation of companies for the purpose of getting up the report on insurance conditions in the various cities of the country—information which every insurance company must have, but which, as its preparation costs about \$100,000 annually, no single company could secure. Policy-holders and companies alike have an interest in the compilation of such data as these, without which any intelligent conduct of the fire-insurance business would be impossible.

A New Automobile Danger in New York

EXPLOSIONS in sewers, blowing manhole covers high in the air and causing a considerable amount of damage besides, have been of frequent occurrence in New York this spring. At the request of Borough President Ahearn, Dr. Ernst J. Lederle, formerly city health commissioner, has made an investigation of the cause of these accidents, and has fixed the responsibility upon careless users of gasoline in automobile garages.

When it was first suggested to the proprietors of these establishments that their employes or patrons might have let a sufficient quantity of gasoline run into the sewers to cause the explosions, they were honestly incredulous, saying that the fluid cost twelve or fifteen cents a gallon, and that they were not throwing it away at that rate. But Dr. Lederle took samples at random from the waters of the trunk sewer along which the explosions had occurred, and showed beyond a doubt the presence of a relatively large amount of gasoline and oil in them—about an inch layer at the top of a quart bottle. These samples were taken at night; it is fair to assume that if they had been taken in the daytime the proportion of gasoline would have been larger, since more of it would naturally be discharged into the sewers during ordinary business hours.

"Of course," said Dr. Lederle to a representative of *LESLIE'S WEEKLY*, "there is great opportunity for carelessness on the part of chauffeurs and others in a big garage. In some of these places from 500 to 1,000 gallons of gasoline are used daily, and, of course, some of it may be accidentally spilled in handling it. But the worst risk is from the chauffeurs who don't care how much of their employers' stock they waste, and



TO PREVENT GASOLINE EXPLOSIONS—WEST FIFTY-FIRST STREET MANHOLES ARE VENTILATED BY BIG EARTHEN PIPES, SERVING AS CHIMNEYS TO THE SEWER.

who are disposed to resent criticism or reproof from the manager of the garage. It has been a common enough thing to see a chauffeur take his entire engine out and dip it in gasoline to clean it, letting the waste run where it might—into the drains in many cases, as the results have shown. It should be said, on behalf of the proprietors of garages, that they have been co-operating with us, since they were convinced of the cause of the explosions, to prevent this dangerous waste. Immunity from this danger is now, with the regulations of the use of gasoline which we have established, merely a matter of efficient inspection."

a light already burning or one brought in causes an explosion. Then, in a minute or so, the fire communicating through the drain to the sewer, manholes begin to blow up. This is the usual course of such an accident, but the gas in the sewer might be ignited directly by matches thrown into trolley-slots, which, for purposes of drainage, communicate with the sewers, or by an electric spark."

Under Dr. Lederle's direction the sewer in West Fifty-first Street, where several of these explosions have occurred, has been ventilated by means of drain-pipes placed on end in the manholes, like chimneys.

Truth about Chicago Packing-houses.

Continued from page 594.

The canning department of Swift & Company, and I refer to it because I am better acquainted with that particular plant than with others, though in manner of operation and methods in the preparation of meats they are practically the same, is one of the show places of that huge establishment that delights thousands of visitors every year. It is a long, high, brick building across the street from the general offices of the company; in the office of this department is a display of the products they make, artistically arranged; here also is a counter, presided over by a white-aproned, white-sleeved, and white-capped young lady, who serves you samples of all the food products displayed which may appeal to your appetite, and which are prepared up stairs by the hundreds of bread-winners of all descriptions employed there.

The meat used in this class of goods is just what the name implies, "canners," those I have referred to above. It is cut up, sliced, chopped, or minced, as the case may be, on tables and receptacles, and on blocks that are as clean as soap and water can make them, and will compare favorably with those of the kitchen of any well-organized and well-regulated household. The mixing basins and bowls and other paraphernalia are presided over by white-aproned, capped, and sleeved girls or men cooks, who need not more than a passing glance to determine that they are clean and wholesome, both about themselves and their work.

And so, passing from one section to another, you come, for example, to where the sliced dried beef is automatically chopped, measured, and deposited on a sort of circular, revolving turn-table, on the outer edge of which is another movable platform carrying the glass jars into which this beef is to be packed and sealed; and in front of these tables stand cleanly and neat-appearing girls, who put the beef into the jars and pass it on to some one else to complete the process of canning. So throughout the whole department the same scenes meet your observation; if it is not dried beef it may be hot tamales, or canned soup, or veal loaf, or potted ham, or a hundred and one other things of a like nature; but the same scene is before you with varying degrees of detail. And here just let me note one point: Meat cooked in this way is subjected to a temperature of about 220 degrees Fahrenheit, so if there happen to be any loose germs around when the meat starts through its paces, they have been given a terrible jolt, as far as their activity as life-destroyers is concerned, when the meat comes out as a cooked and canned product ready for the market.

While I believe that there are some improvements

needed in and about packing-houses, such as the remedying of defects of sanitation, the replacing of wooden floors in the older ones with cement or concrete, and the remedying of other minor causes of complaint, yet, on the whole, you can search the place over from top to bottom, without finding anything that would suggest to any one of average intelligence any impression or evidence of such conditions as have been described as existing in and about Packingtown and the packing industry, except in the fertile imaginations of such writers as Mr. Sinclair and others.

There are somewhere in the neighborhood, estimating conservatively, 25,000 or 30,000 employes engaged in the plants in Packingtown. By this I mean laborers, skilled and unskilled, men and women, boys and girls, actually employed in the killing and preparing the meat for food, and working in and about the packing-houses. I am personally acquainted with large numbers of them; know them in their homes, at their work, go to their amusements, and am familiar with their habits and lives year in and year out, and it is my experience that they will compare favorably with

any other community of working men and women as to their duties and responsibilities, their personal habits of cleanliness, and regard for the rights of others. To vilify this industry and those employed in it, to try and give the public the idea that there exists a condition of filth and disease in and about their work and the products they handle, and that diseased and unhealthy meat not fit for human food is produced in the establishments of Packingtown, is a malicious slander upon one of the greatest industries of the middle West, and upon those who toil to make their living by employment in that industry.

Fair Play for American Tinned Goods.

NEW YORK, June 7th, 1906.

TO THE EDITOR OF *LESLIE'S WEEKLY*: I fear that untold harm is being done, most unjustly, to more than one great American industry, by reason of the hasty, and somewhat inconsiderate and sensational, denunciation of the tinned goods put up by the Chicago packers. As a result of some of the exaggerated stories in the sensational newspapers (and I know, by personal knowledge, that some are exaggerated), our canned goods are being boycotted, I am told, all over Europe. Granting for the moment that some Chicago packers have not been as tidy as possible in putting up canned provisions, should a feeling against them justify an outcry against all American canned goods—the delicious fruits of California, the wholesome salmon of Oregon, the preserves and canned vegetables from all over the West and East? I was so glad to read in *LESLIE'S WEEKLY*, recently, an elaborate description of the methods by which the great condensed milk industry in this country is carried on by the Borden. The perfect cleanliness, the careful supervision and painstaking efforts to put up wholesome products in every department of this great business, impressed me profoundly. I wish your correspondents could visit other great establishments where American goods are produced, and especially tinned goods, and tell the story with equal fullness, and illustrate it as thoroughly. When you bear in mind that these great industries are the basis of our wonderful national prosperity, you will be justified in devoting more space to them. I hope you will think of this suggestion. Truly yours,

EDWARD MARTIN.

A Scoop for "Leslie's Weekly."

[From the Duluth (Minn.) Herald, May 5th, 1906.]

THE RECENT terrible conflagration in San Francisco offered the first opportunity in many years for photographing a great city on fire. A host of camera artists flocked to the scene, many of whom represented leading papers in the East, but the glory of distancing all competitors fell to *LESLIE'S WEEKLY*, it having received the very first photographs to reach New York showing the ravages of the earthquake and the city swept by the flames. These pictures form the chief feature of the current issue of this enterprising publication, which is practically a San Francisco number.

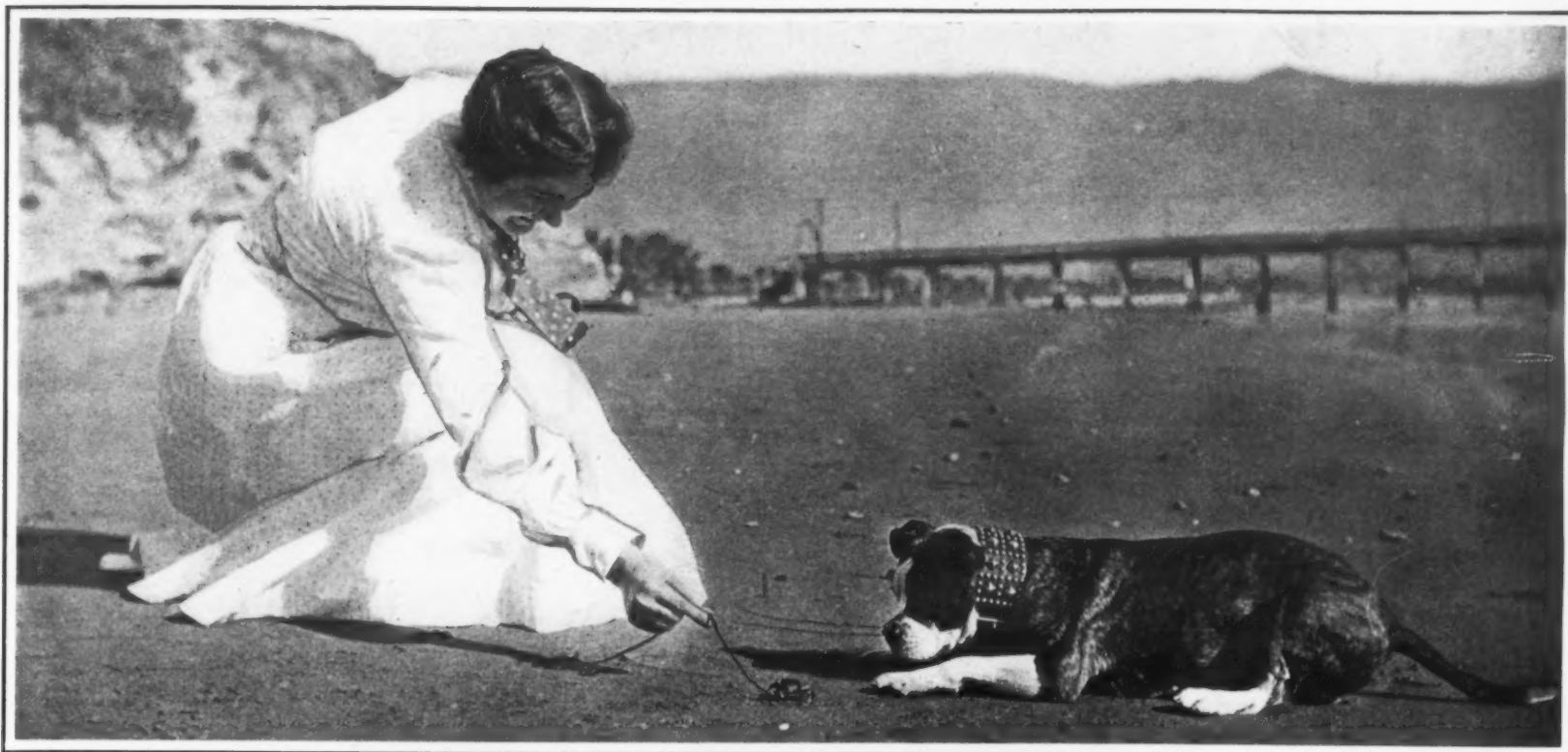
The Real Question.

DID you climb to the top of the hill of Fame?
Did you tackle the world, and beat it?
Did you fasten success, my friend, to your name?
Did you meet defeat, and defeat it?
Well, maybe you did; but the question to-day
Is not what you did, nor how,
But "what are you doing," and "how are you fixed,"
And "where are you standing, just now?"

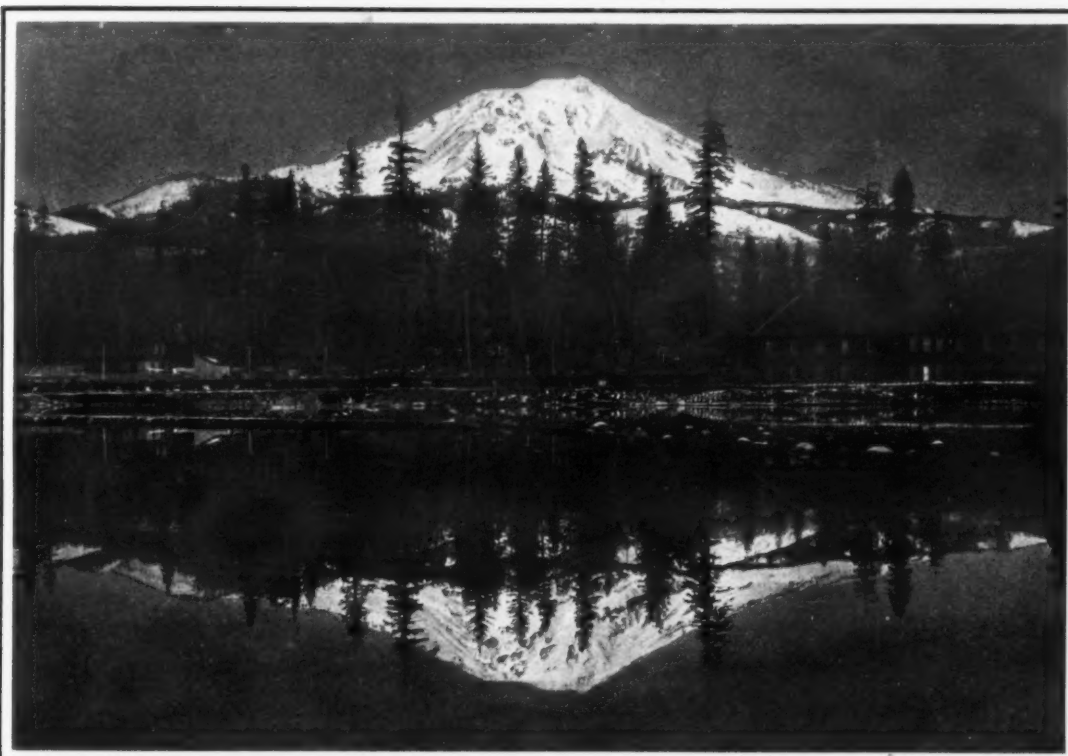
WERE you born in a hut, or raised in a slum?
Were you ragged and tattered and tearful?
Did you wallow through trouble when you were young,
With never a kind word or cheerful?
Well, it isn't those things that matter to-day,
The past—we question it not;
But, "how are you rated this day and this hour?
Who are you, and what have you got?"

WE are prone to forget 'tis man's lot to die,
To make room for others who need it.
We try to live on through the record we've made,
And Death's call—we strive not to heed it.
But it matters little to any save us,
How soon the "mortal" we shed,
If we have the sense, when we're out of the race,
To know that we really are dead.

ARTHUR J. BURDICK.



(FIRST PRIZE, \$5.) THE TERRIER WONDER-STRIKEN BY A SEA-CRAB.—A. R. Keasling, Indiana.



(SECOND PRIZE, \$3.) SNOW-COVERED MOUNT SHASTA, CALIFORNIA, 14,444 FEET HIGH, REFLECTED IN THE MC LEOD RIVER LUMBER COMPANY'S POND.—S. O. Johnson, California.



(THIRD PRIZE, \$2.) THE BOOTBLACK FIRM COUNTING UP THE RECEIPTS OF A BUSY DAY.—Frederick J. Stein, New York.



A WELCOME "HAND-OUT" FOR THE FAMISHED AND RAGGED TRAMP.
Selden Washburn, South Dakota.



MONUMENT IN SHILOH PARK, TENN., TO GENERAL ALBERT SIDNEY JOHNSTON (CONFEDERATE), WHO WAS WOUNDED IN THE CIVIL-WAR BATTLE OF SHILOH, AND WHO DIED UNDER THE TREE AT RIGHT.—George Stark, Missouri.



FISHING HOUSE, 300 YEARS OLD, OF THE FAMOUS ISAAC WALTON, AT DOVE, ENGLAND.
A. W. Cutler, New York.

AMATEUR PHOTO PRIZE CONTEST.

INDIANA WINS THE FIRST PRIZE, CALIFORNIA THE SECOND, AND NEW YORK THE THIRD.

A Revolution in Life Insurance that May Be Costly to Policy-holders

By Franklin Webster, Editor of the "Insurance Press"

AT THE MOMENT, probably no one can forecast, with anything like accuracy, the full effect of the Armstrong laws on the business of life insurance, either in the State of New York or in the nation. For good or for ill the brakes have been set on the giant companies, commonly called the "big three," the Mutual, New York, and Equitable. This action was taken deliberately, and some persons believe that it represents enlightened statesmanship.

Immediate consequences of the investigation and of the clamor that preceded it are several: Each of the big companies has come under the presidency of a gentleman untrained in life-insurance affairs; agency forces, disintegrating daily, must soon be reduced to comparatively small proportions, under the law; disturbed conditions exist in all life-insurance offices; more or less of reconstruction is called for everywhere.

The opposition to some of the Armstrong measures by the Governors, attorneys-general, and insurance commissioners composing the Chicago conference does not tend to relieve the uncertainty, nor to allay apprehension respecting legislation in other States. The so-called "select and ultimate" principle for the calculation of reserves in the early years of a policy, approved and adopted in New York, is condemned by various insurance departments. It is apparent that the New York standard policy will not "go" in all other States. Altogether there would seem now to be more chance for conflicting laws than in almost any other period—for confusion and retaliation instead of comity. Insurance is still an alien in every State, crossing a frontier at every boundary line. Not only is an insurance company subject to the whims of the legislators of its home State, which vagaries are numerous enough, but it is also a "foreign devil" in every other commonwealth, to be set upon and pursued according to the humor of the hour.

For a few years the amount of life insurance to be sold to the people will be diminished. By cutting in half the annual volume which the larger companies are permitted to write, the people are to be denied the privilege of purchasing insurance in admittedly strong and solvent companies, and in place of such policies they must accept contracts issued by other companies—equally good in some cases, but not in others.

One of the first questions for which an answer is sought is, What will the Armstrong laws do to the life-insurance business in the State of New York? New York is the only State in the Union in which local companies have written most of the business. At the end of 1904 a full two-thirds of all the life insurance in force in the State was held by New York corporations. In premium receipts the showing was even more favorable to the local companies, New York corporations having received, in round numbers, \$40,000,000 of the \$58,000,000 paid for life insurance by New York people in that year. In 1904 the next largest patrons of home companies were the people of Wisconsin, who placed about thirty per cent. of their insurance in Wisconsin companies and about seventy per cent. in outside corporations. In every other State having companies of its own from seventy-five to ninety-nine and one-half per cent. of the life-insurance business is written by other-State companies.

New York, therefore, has been a liberal patron of insurance corporations chartered at Albany, and for that matter so have the whole people. New York City has been the chief headquarters and the clearing-house of life insurance. And up to this time no one can honestly say that New York companies have not been ably and successfully conducted, in a business sense. They have settled every claim falling due against them promptly and in full. They have made life insurance the tremendous business it is, have steadily liberalized their policies, carried out their contractual obligations in all respects, and maintained a far higher standard of solvency than the new laws require. Financially, the change commanded by the new order of things is from unchallenged and constantly augmenting strength to comparative weakness and possible collapse. Moreover, much is to be subtracted from the supremacy, and, indeed, the importance, of New York State and New York City as centres of insurance finance.

Insurance reform, it seems, urgently requires that the citizens of New York shall cease, in large measure, to buy the contracts issued by New York companies. In effect, the Armstrong laws give a large order for the importation of life insurance while discouraging the exportation of the Empire State brand.

In 1904 (1905 operations will be referred to later) the Equitable, Mutual, and New York Life combined wrote \$138,000,000 of the new insurance in the State of New York, against \$48,000,000 written by eleven other New York companies and \$86,000,000 written by companies of other States. Under the new programme, unless the big companies concentrate their operations in territory near the home office, which is not likely to be the tactics of their managements, the probability is that the "big three" will write, at home, not to exceed one-half as much as in the past. This would mean, on the basis of the 1904 figures, that about \$70,000,000 of new insurance would be left for the eleven or twelve other New York companies to absorb or for the companies of other States to get.

But life-insurance business is not a "demand," commercially speaking. It does not make itself. It must be created artificially, by canvass, argument, and persuasion. As the big companies are not to be al-

lowed to create "demand" by energy of solicitation, it follows that the smaller New York companies and the other-State corporations will have a chance to "do their utmost" on this line. But the competitive power of the outside companies is stronger than anything that the smaller New York companies can put up. So whatever insurance the larger companies are not permitted to write will either go unwritten or go in the proportion of about \$2,000 or more to foreign companies to every \$1,000 to New York companies. When it is noted that of the \$48,000,000 written in 1904 by eleven New York companies not classed as giants, \$28,000,000 was written by the Metropolitan, leaving



FRANKLIN WEBSTER, EDITOR OF THE "INSURANCE PRESS," AND AN AUTHORITY ON LIFE-INSURANCE MATTERS.

only \$20,000,000 for the other ten, it will be seen how difficult it may be for New York companies to maintain themselves against the other-State competition.

In effect, the Armstrong measures assert that it is wise statesmanship, beneficial to the State of New York, and helpful to New York City as a business and money centre, to drive away or strictly limit life-insurance accumulations in the metropolis of the country and compel their growth in other places.

New Yorkers should realize what they are giving up. In 1904 the Mutual, New York, and Equitable wrote a volume of new business on which the premiums amounted to \$31,700,000, their combined new writings having increased year by year. For illustration it will suffice to assume that in the ensuing ten years they would have written only an equal amount of annual new business. Let us say, then, that the limitation will reduce the new premiums in these companies by only an even \$15,000,000 a year. Hence, within a period of ten years their head offices will handle \$825,000,000 less, in new premiums and renewals, than if limitation were not imposed, viz.:

Fifteen million dollars, lost first year after limitation, and nine renewals thereof.....	\$150,000,000
Same second year and eight renewals	135,000,000
Same third year and seven renewals	120,000,000
Same fourth year and six renewals	105,000,000
Same fifth year and five renewals	90,000,000
Same sixth year and four renewals	75,000,000
Same seventh year and three renewals	60,000,000
Same eighth year and two renewals	45,000,000
Same ninth year and one renewal	30,000,000
Same tenth year	15,000,000
	\$825,000,000

The loss or diversion of these hundreds of millions of dollars in a single decade must be felt, to say nothing of the accumulations they would produce to run for a longer time and of the market they would make for securities and other investments. And a decade is a short period. The reader may carry the calculation further to suit himself. The sacrifice New York is making, largely as a protest against the immoralities of political contributions and expenditures for watching legislation, looms large when figured out.

The troubles of the Equitable began early in 1905, but the Mutual and New York did not suffer until late in the year. Yet the setting of the tide against New York companies was very noticeable. In New York writings the Equitable dropped from \$70,706,810, in 1904, to \$57,762,660, in 1905; the Mutual from \$28,475,751 to \$24,018,737; the New York from \$38,463,876 to \$32,669,455; the combined writings from \$137,646,437 to \$114,450,852. In 1904 the smaller New York companies, eleven in number, wrote \$48,032,413, while in 1905 the same class of companies, twelve in number, wrote only \$43,026,466, a very appreciable decline. The inroads on New York business by other-State companies is pronounced. In 1904 these corporations, twenty-eight in number, wrote \$85,979,429. Last year the same class of corpora-

tions, thirty-one in number, wrote \$101,381,606. The course of things, intensified this year, is indicated in this summary:

	1904.	1905.
Total new insurances (New York State).....	\$271,658,279.	\$258,858,924
	Per Cent.	Per Cent.
By the "Big Three".....	50.....	44
By other New York companies.....	18.....	17
By companies of other States.....	32.....	39
	100	100

In all about \$14,000,000 less new insurance was written in this State in 1905 than in 1904, whereas there should have been written at least \$12,000,000 more, judging from past annual increases. This unwritten \$26,000,000 of family protection must be entered on the loss side of the balance sheet, so far as the public welfare is concerned, as must also be a heavy volume of lapsed and surrendered policies. As individuals, and as a community, the citizens of New York have already suffered millions of dollars of loss, if the lack or deprivation of life insurance is to be counted a misfortune, which is the usual way of reckoning.

In 1904 the "big three" wrote \$802,000,000, of which \$664,000,000 was exported; in 1905 they wrote only \$640,000,000, of which \$526,000,000 was exported. The loss of \$162,000,000 in new business in 1905 is to be accepted as merely an indication of what is to come. Every New York State life-insurance corporation, with two slight and unimportant exceptions, wrote less insurance, at home and abroad, last year than during the year before.

With regard to the new provisions relating to "elections of directors," it is not unfair to review them, in the light of all the possibilities that can be foreseen, from the policy-holder's point of view. It is a mild observation to say that life-insurance election days are likely to be highly interesting in the future, not only to the policy-holders who vote, but also to others who would induce them to vote in particular directions, since anybody who can "carry" an election, in either the New York or the Mutual, will gain possession of half a billion dollars of assets and have handling of perhaps \$200,000,000 or more a year.

If an individual, group, faction, or combination fails, in one year, to capture the big pile of money representing the people's savings, he or it will not be discouraged. The reward is attractive enough to induce repeated efforts. No distinction being made in voting power between large policy-holders and small ones, every policy-holder who is entitled to vote having the privilege of casting a single ballot, it may come to pass that large numbers of policies may be issued for minimum amounts, in pursuance of plans to create policy-holders for voting purposes. The \$150,000,000 of new insurance the companies are permitted to write represents 150,000 \$1,000 policies. The average annual premium per \$1,000 (whole life) is, say, \$27. If the game could be worked by "frenzied financiers," or other philanthropists, it would cost them only about \$4,000,000 to pay the entire premiums on 150,000 policies and give them away to qualify "voters." In other words, they might be able to acquire, in a single year, 150,000 proxies—a formidable number. How cheap it would be to get possession of half a billion dollars of life-insurance assets, if it could be done, for \$4,000,000 or any reasonable multiple of that sum!

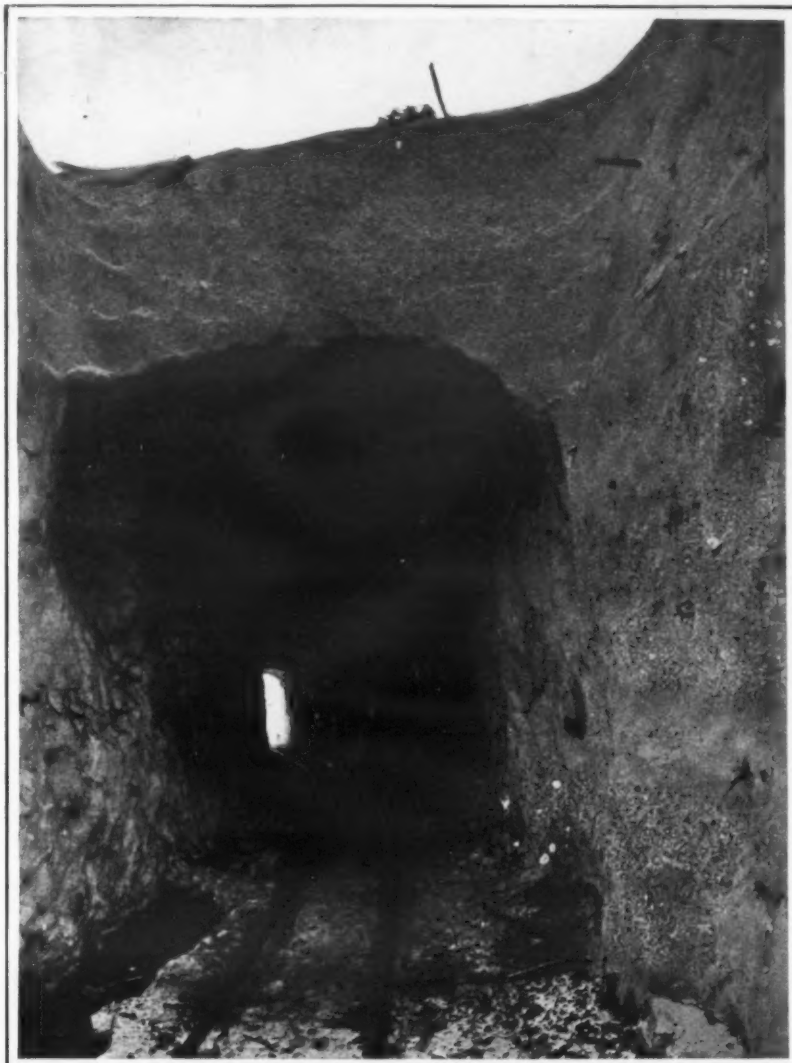
No Armstrong law is visible to prevent an ingenious induction into insolvency of life-insurance companies. Indeed, unwise dividend declarations—and "dividends" are what the new laws are designed to encourage as being more desirable than almost anything else—may keep the companies well within sight of insolvency most of the time. Receiverships would mean fat fees for receivers and lawyers, fees that would make the salaries paid to executive officers of thriving concerns look small.

It is not extravagant to assume that the expense of an election will be at least twenty cents per policy-holder, perhaps more. As one company has 1,000,000 policy-holders, it may cost it \$200,000 or more to conduct an election. During the sixty days which the Armstrong committee insists shall be a campaign period, legitimate insurance business will be neglected, for the party in power will be anxious to maintain itself. Agents will become politicians, directly or indirectly. It may happen that applications for insurance will be scrutinized for the purpose of determining how the policy-holder will vote. Pretenses may be found for turning down applicants because they are under suspicion of training with the enemy. These conjectures are based on the probability that the managements to come will be distinctly political. There will, of course, always be a conservative force among the policy-holders, and its care must be constant to preserve the company. Unless this force acts and is kept strongly organized, at a large annual expense to somebody, the companies may not be preserved.

Can one imagine the malodorous throngs of busybodies who will crowd the headquarters of every general agency "in every State, Territory, and possession of the United States" where lists of policy-holders must be displayed—the "cheap John" degradation of

Continued on page 603.

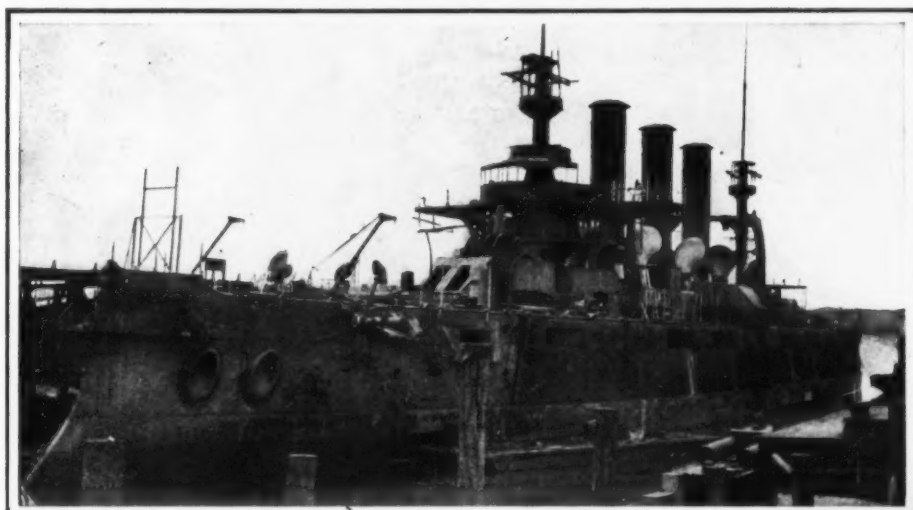
NOTHING better for a sluggish appetite than Abbott's Angostura Bitters. At druggists'.



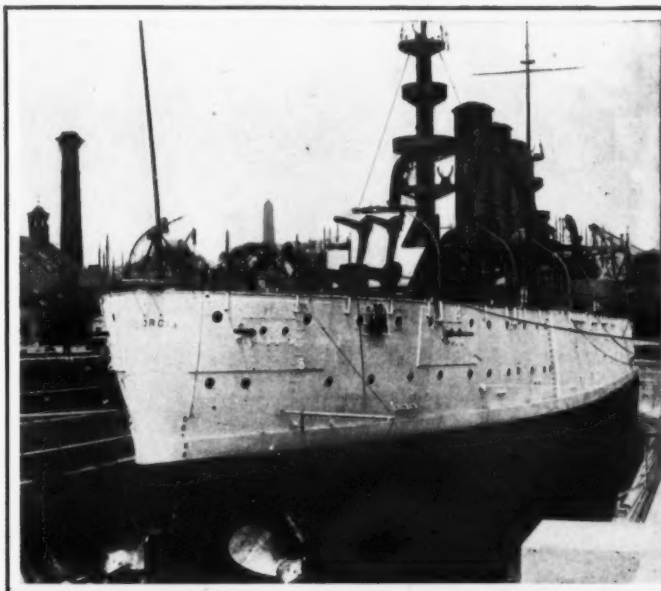
(PRIZE WINNER, \$10.) A SNOW-TUNNEL THROUGH AN AVALANCHE WHICH BLOCKED THE TRACK FOR MORE THAN A MONTH AT SILVERTON, COL.—Howard Lee, Colorado.



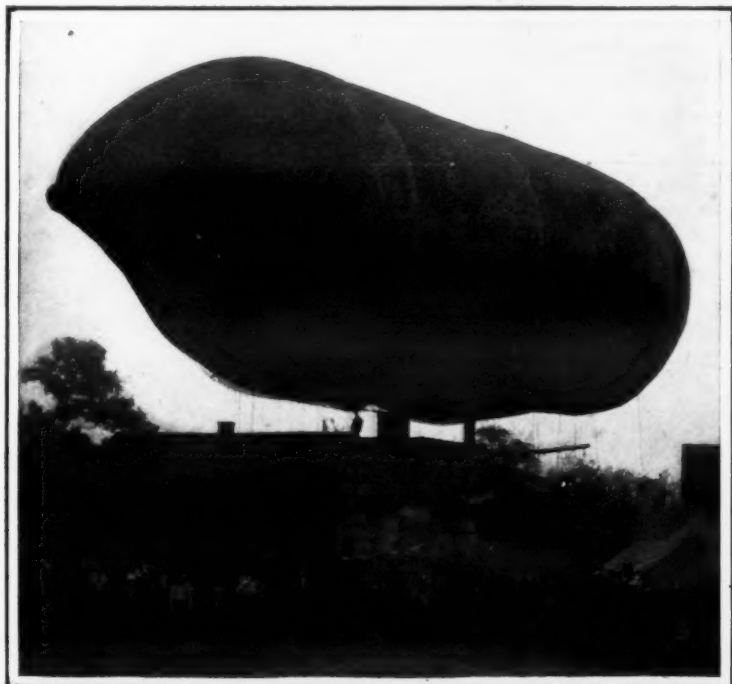
DEDICATION OF A MEMORIAL FOUNTAIN AT WINDSOR, ONT., IN HONOR OF CANADIAN SOLDIERS WHO FELL IN THE BOER WAR—VETERANS OF THE WAR FACING THE SPEAKERS.
Fred G. Wright, Michigan.



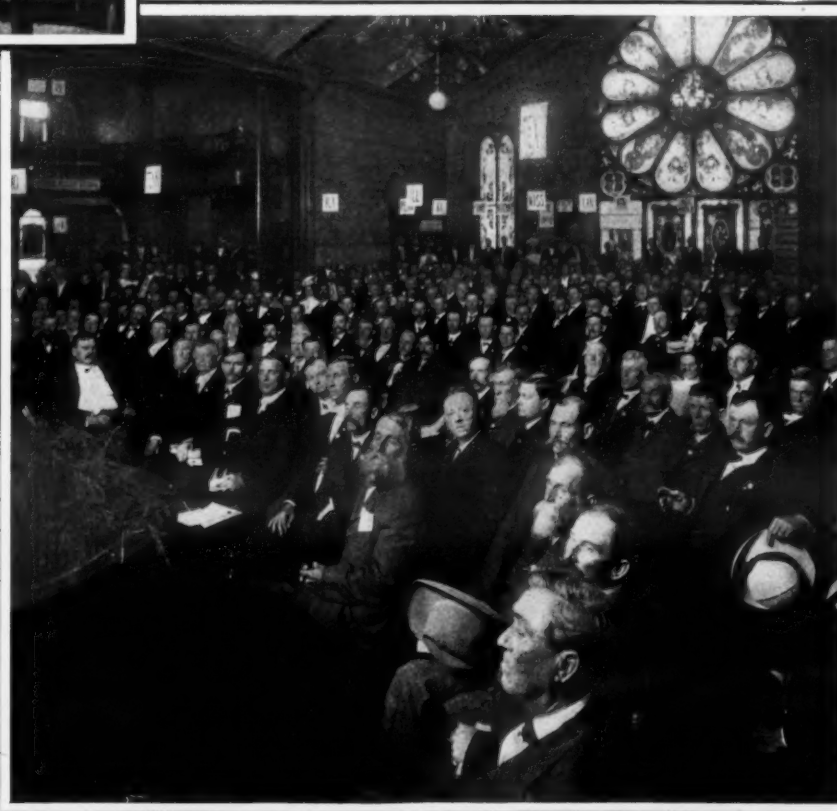
FORMIDABLE AMERICAN BATTLE-SHIP "NEBRASKA" BEING PREPARED AT SEATTLE FOR HER TRIAL VOYAGE.—J. D. Potter, Washington.



THE POWERFUL BATTLE-SHIP "GEORGIA" IN THE NEW DRY-DOCK AT THE CHARLESTON, S. C., NAVY YARD JUST BEFORE HER TRIAL TRIP.
Clifford A. Munroe, Massachusetts.



AIR-SHIP "EAGLE" JUST BEFORE AERONAUT HORACE WILD MADE A DARING ASCENSION IN A HIGH WIND AT CINCINNATI.
J. R. Schmidt, Ohio.



SEVENTY-SIXTH AND LAST GENERAL CONFERENCE, AT DECATUR, ILL., OF THE CUMBERLAND PRESBYTERIAN CHURCH, WHICH HAS JUST UNITED WITH THE NORTHERN PRESBYTERIAN CHURCH.
Copyrighted by Brugh Werner, Illinois.

NEWS PHOTO PRIZE CONTEST—COLORADO WINS.
CURRENT HAPPENINGS OF UNUSUAL INTEREST RECORDED IN SKILLED CAMERISTS' ARTISTIC WORK.



CHILDREN EAGER FOR FUN AND "FATHER" INCE READY TO AMUSE THEM.



A MASS PLAY—THE YOUNGSTERS SCRAMBLING FOR THE HAT.



HEADQUARTERS OF MANAGER INCE IN CHARGE OF THE TENT CITY.



EVERYBODY WEARING A PLEASANT LOOK IN FRONT OF THE CAMERA.



RING-AROUND-THE-ROSBY, A FAVORITE SPORT IN THE CAMP.



A DELIGHTED AUDIENCE LISTENING TO A STORY BY MANAGER INCE.



"ALL HANDS UP"—THE REGULAR INSPECTION AT MEAL TIME.

REFUGEE CHILDREN ENJOYING LIFE IN SAN FRANCISCO.

LIVELY SCENES IN THE HEARST TENT CITY WHERE 1,000 PEOPLE MADE HOMELESS BY THE FIRE ARE PROVIDED FOR.

Photographs by John Dicks Howe.

Hardships of San Francisco's Homeless Multitude

By Mrs. C. R. Miller



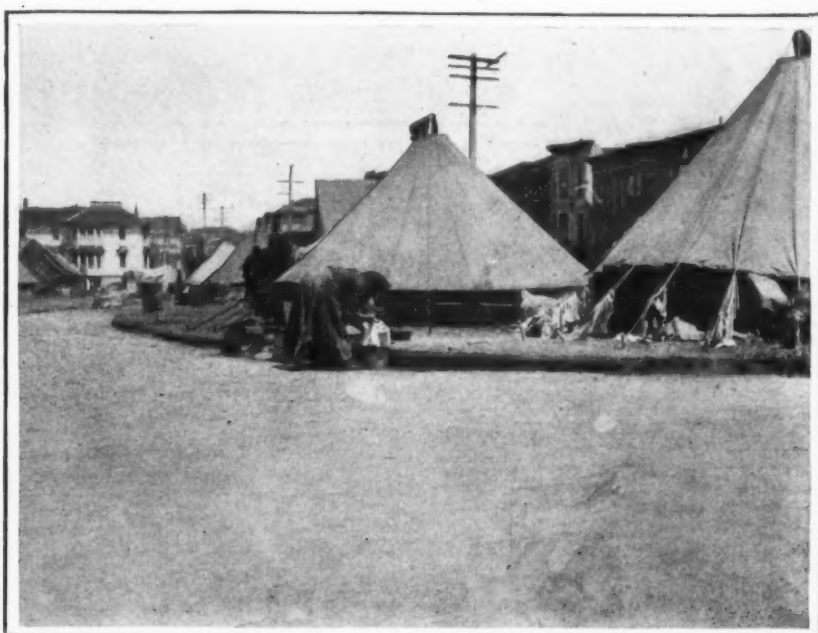
BEAUTIFUL SECTION IN GOLDEN GATE PARK WHERE 5,000 REFUGEES HAVE BEEN LIVING IN TENTS AND BARRACKS.



GIVING OUT CLOTHES TO THE NEEDY AT THE CAMP—WOMAN LEAVING WITH A DRESS ON HER ARM.



PRIMITIVE KITCHEN OF THE REFUGEES—COOKING IN THE STREET OUTSIDE OF THE CAMP.



WASH-DAY IN THE CAMP—THE ROPES OF THE TENT UTILIZED AS CLOTHES-LINES.

SAN FRANCISCO, June 1st, 1906.

NEVER BEFORE in the history of the world has there been such a grand demonstration of the brotherhood of man as has been shown in the case of the San Francisco disaster. The purse strings of the country have been unloosed and the great-heartedness of the American people shown in hundreds of ways. Thousands of homeless people are still being fed and cared for, and box after box of clothing is in distribution. This kindness from the North, the South, and the East has been the beacon-light of hope for the future in this hour of desolation.

Day after day I have visited camps and spoken with hundreds of refugees, and the tragic experiences which they have undergone would fill volumes; yet, they have tried, oh, so hard! to be cheerful, and in a general way succeeded. But one day, during a dress-parade of soldiers near one of the camps, the band struck up "Home, Sweet Home." People began to cough and move about uneasily, and one by one they disappeared within their tents. A painful stillness fell around the camp, and I found myself standing alone, save for a few children, who, attracted by the camera, had followed me about as they would an organ-grinder with a monkey. They were too young to realize the meaning of "Be it ever so humble, there's no place like home," but inside the tent-flaps there were wives and mothers shedding the bitterest tears of their lives on being reminded of what they had lost.

All the camps are in splendid condition, thanks to Uncle Sam and the good women of San Francisco and the near-by towns. At Golden Gate Park a model city has risen. It is laid out in streets lettered from A to E in one direction, with cross streets numbered from one to nine. Several hundred tents are in use and barracks have been built of rough boards with "A"-shaped roofs covered with tar-paper. Every family has a space of two rooms with a window and door in each. There are women who can raise a home for their husbands and children in a desert, and they

are not lacking here. Bits of bright colors, pictures cut from newspapers, and stray pieces of old lace curtains tacked up here and there give a touch of housewifery to the rough boards. Each dwelling is numbered and a directory has been compiled. The sanitary arrangements are equal to those of any modern house, and there are no noxious odors about the camp. Five thousand people, the majority of whom are from the mission district, are quartered here, and the open-air life has brought roses to the cheeks of many frail women who were shut up in the crowded tenement districts. Automobiles and carriages are excluded from the camp-city's streets, and the children roll on the grass to their hearts' content. Nearly everybody has a parrot, a canary, or a pet dog, and to me there is something beautiful in the fondness these people are displaying for God's dumb creatures; and, as if to repay the care, the parrot's chatter and the sweet song of the canary are heard on every side. Two Alaska dogs were romping with the children and licking their hands, as if to say "You saved us and we will be faithful." All the cooking is done in the streets, each family having its own fire, thus preserving home-life. The beds of the camp are wooden bunks, but they have mattresses and a plentiful supply of blankets.

One of the interesting places is the large sewing-tent, where the women meet and make clothes for themselves and their children. At present the work is done by hand, but machines are expected inside of a week. For some time only one pair of scissors could be obtained, and needles were at a premium. "It keeps one from thinking," said a young mother, with a sigh, as she fitted together a tiny garment for her baby, who came into the world a few weeks before the earthquake and who was now fatherless. There were a few people who settled down for a luxurious summer, but these have been weeded out, and the motto is, "No work, no food," and even the children assist in a small way, by carrying wood and running errands. All water is boiled and there is little sick-

ness in the camp. Rations are given out each day, and the soldiers in charge insist upon neatness everywhere.

At Camp Lake, one morning, I found an old woman crouched before a fire frying some bacon. "Your breakfast smells delicious," I said, by way of opening a conversation.

"Yes, it's all right," she answered. "You're from the East; I know the accent." I nodded. Then she continued, "I have a brother in New York City, whose address was lost in the fire. I am old and I cannot remember well. He would help me, but I reckon he thinks I'm dead. Maybe you know him." And her face lighted up for an instant. "His name is Mike O'Brien."

Anywhere else I should have laughed at the idea, but this is San Francisco. Ask a man from New York whether he knows Smith or Brown, and he will smile at what he terms "country-town ideas," but ask the Californians about their Mr. Smith or Brown, and you will get his full history with that of his ancestors since the days of '49. To be sure, Smith's mother may have washed for the miners, but if Smith is a good fellow, that makes no difference.

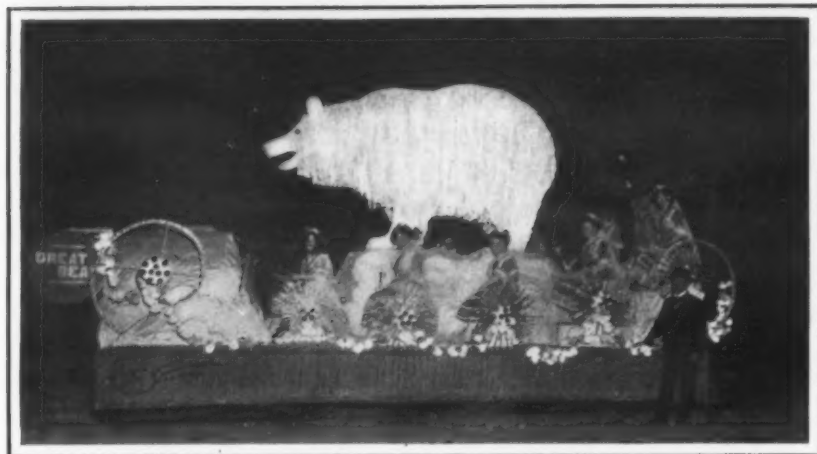
And so life goes on in these queer camps of homeless people. Just how long it will continue, those in authority will not venture to say. Refugees have left the city in great numbers, and during the first eight days, more than 78,000 people availed themselves of free transportation in different directions. Yet thousands are left behind without money or friends to assist them, and who have saved nothing from the fire. Somehow and some way these unfortunates must be cared for.

When Sleep Fails

TAKE HORSFORD'S ACID PHOSPHATE.

HALF a teaspoonful in half a glass of water just before retiring brings refreshing sleep.

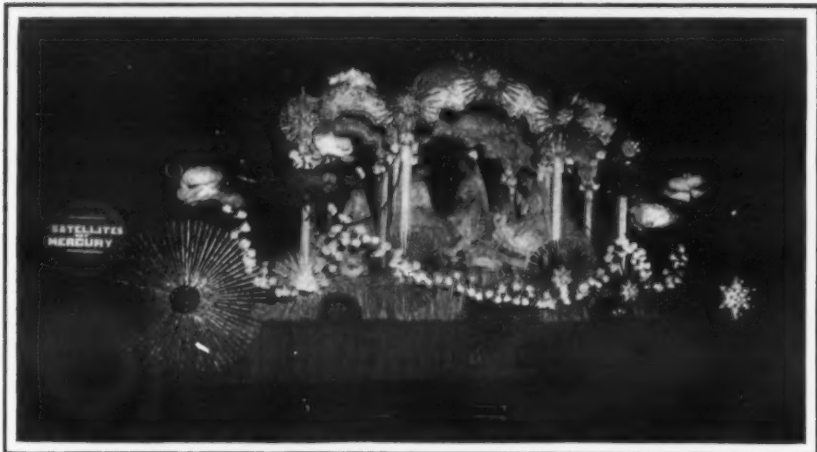
California's Wonderful Feast of Flowers By L. A. Maynard



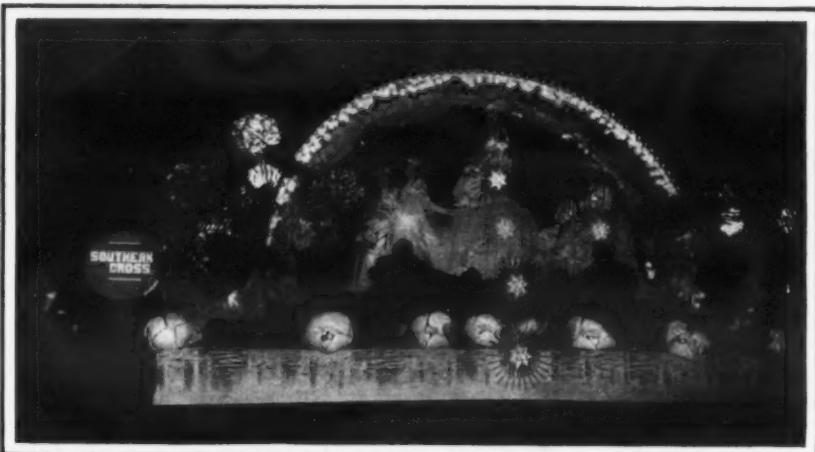
THE "GREAT BEAR," A STRIKING FLOAT IN THE LOS ANGELES ELECTRIC PARADE.



"TRANSIT OF VENUS," A FEATURE OF THE ELECTRIC PARADE WHICH WAS MUCH ADMIRER.



"SATELLITES OF MERCURY," A BRILLIANT PART OF THE EVENING SPECTACLE.



"THE SOUTHERN CROSS," A MOVING SECTION OF FAIRYLAND.

IF ANY of those good people now laboring under the strange delusion that southern California suffered from the smite of the terrible earth hammer which brought such woe and desolation to the people of the Golden Gate had been in Los Angeles on the fourth week of May, that delusion surely would have melted away never to return. For this was the week of the Fiesta—the Feast of Flowers—and a greater, more joyous, or more beautiful festival Los Angeles never had. The Fiesta was originally set for a date early in May, but Los Angeles up to that time had been busy and deeply absorbed in relief work for the sufferers of her sister city, and the celebration was postponed for a time. But the delay had no effect, apparently, other than to stimulate the city to larger efforts at success. Certain it is, according to local authorities, that it was by far the finest and most elaborate festival of the kind that Los Angeles has yet seen. Nothing in the shape of expense and artistic skill and lavishness was spared to make the pageant a memorable one. In beauty and attractiveness, in uniqueness and variety of adornment, as well as in the taste displayed in the conception and arrangement of the pageantry, it far outranked the carnival of the Mardi Gras at New Orleans.

The most remarkable feature of the Fiesta, and the one on which the most artistic skill and the largest amount of money was expended, was the electric parade held on two successive evenings. For the arrangement of this feature a famous English decorative artist was employed, who, with two assistants, gave his time for weeks previous to the work. The result was a spectacular exhibition which for unique and striking beauty, for originality in design and elaborateness of detail, doubtless surpassed anything of the kind ever yet attempted. There were sixteen floats in the parade, each with a design of its own worked out with all the brilliancy and wondrous effects in light and color of which electric combinations are capable. The spectacle was truly dazzling. The float which seemed to attract most attention represented San Francisco rising from its ruins in new splendor.

On each float there was the happy blending of maidenly loveliness and electric display. The designs for the most part were representations of celestial bodies—Mars, Saturn, the satellites of Mercury, a comet, the transit of Venus, the Great Bear, a rainbow—each a triumph of artistic excellence in its way. There were also Hebe, cup-bearer to the gods, seated in a silver shell; Flora, the goddess of flowers, surrounded by a wealth of electric blossoms, and an enormous eagle with its wings outspread and poised in the centre of a field of blue set with stars. Saturn was represented surrounded with her rings of light, formed from circles of iridescent effulgence from thousands of lamps blended into a flame of glory by a nicety of

arrangement pleasing to the eye. On the pole of the planet sat a tiny maid, the sceptre of power in her hand. The satellites of Mercury were enthroned under a canopied imitation of the domes of a mosque. The base of the float was a deep green. From the four corners uprights arose which supported one large and two small domes, all covered with white and red flowers.

The float bearing the transit of Venus was fashioned along the lines of an inverted crescent of gold outlined in white incandescent lights, while at either end gleamed two large stars with centres of purple lights. A large crescent-shaped boat outlined in lights and seemingly supported on billows of purple light, surmounted the float and bore a dainty goddess on a couch of down. The entire float was a blaze of purple and red and white lights. The white lights were all placed

were decorated, even to instruments, and the squads of infantry were decorated in bright bloom as well.

Pasadena had one of the handsomest of the floats, in pink, white, and blue, so delicate and dainty that it looked as though a breeze would blow it away. Thirty outriders rode with it, dressed in azure blue-and-white satin French court costumes, while the young ladies within the float were gowned in white tulle and wore pink roses. The Polytechnic and Los Angeles high-school displays were very attractive. The first was a float trimmed in blue, with sixteen outriders in satin and gold. The second was a tally-ho, done in white carnations and pink geraniums and ferns. The seventeen young ladies riding on the coach were in blue and white, as were the fifteen outriders. The coach was drawn by six gray horses with floral saddles and collars.

In successive sections of this parade were automobiles garlanded with flowers until they seemed like huge masses of bloom; carriages, four-in-hands, tandems, pony-carts, all bedecked with roses, lilies, or violets; a squad of cowboys in their picturesque costumes; a troop of old-time Spanish cavaliers with resplendent costumes, and other memorials of early California days. To describe all these things in detail and with anything like adequacy and justice would require much more space than we have at command.

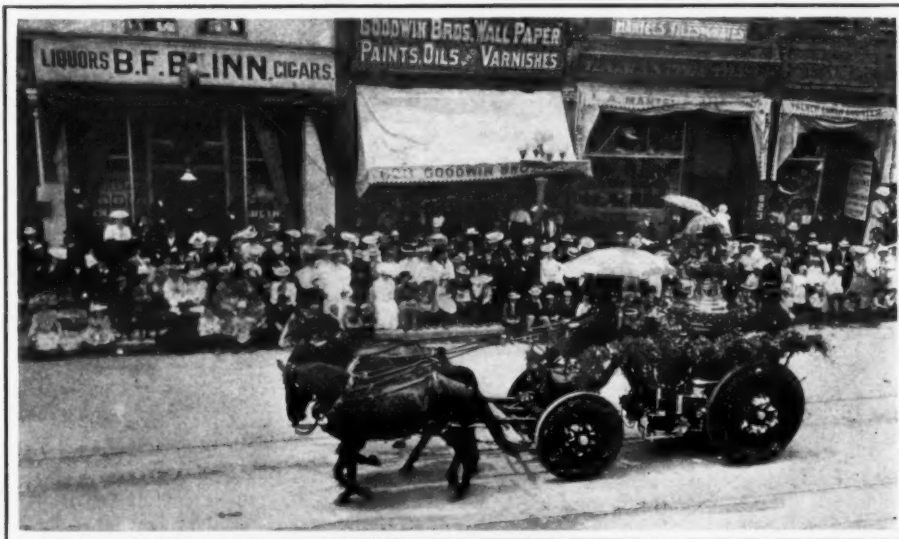
A few figures may help to give the reader some conception of the magnitude of this floral carnival. It was the estimate of the Fiesta committee that 1,200,000 flowers were used in the designs and other decorative effects. In one float alone 30,000 blossoms were used. In decorating the fire-department floats four acres of sweet peas, two acres of callas, and two acres of geraniums were used. In the day parade 400 horses appeared, and there were 124 entries of floats, cavalcades, and equipages. The costumes and mountings of some of the

Mexican *caballeros* cost more than \$2,000 each. It took the day parade nearly an hour to pass a given point. The whole affair represented an expenditure by the city of nearly \$50,000, of which \$12,000 was spent on the electric floats. Not less than a quarter of a million people witnessed the pageant.

Cuticura Ointment,

THE WORLD'S GREATEST SKIN CURE AND PUREST AND SWEETEST OF EMOLLIENTS.

Cuticura Ointment is beyond question the most successful curative for torturing, disfiguring humors of the skin and scalp, including loss of hair, ever compounded, in proof of which a single anointing with it, preceded by a hot bath with Cuticura Soap, is often sufficient to afford immediate relief in the most distressing forms of itching, burning, and scaly humors, eczemas, irritations, and inflammations, permit rest and sleep, and point to a speedy cure.



FIRE-ENGINE IN THE DAY PARADE AT LOS ANGELES PROFUSELY DECKED WITH MARIGOLDS.—Gray.

with gold as a background, and the color combination was entrancing. Above the golden, crescent-shaped sides of the float the higher centre rose in waves of purple in which were seated five girls in gowns of white. Two arches of purple, outlined in red and purple lights, rose from the purple sea to the sides of the crescent boat, making, with the stars of purple and red lights which adorned the float, a striking effect.

The spectacular features of the day parade, while less elaborate and costly than those of the night, were no less beautiful. In this display each detail was worked out in flowers. Looked at from a high point of vantage, the streets through which the procession passed seemed like one moving sea of blossoms—the white of lilies, the scarlet glow of geraniums, carnations, roses, and trailing vines of crimson all filling the air with fragrance. The equestrians all wore Mexican hats, and their horses were decorated with wide collars of flowers. Many rode saddles that looked as though made entirely of blossoms. All the bands

PERSIA'S BLOODY MIRACLE PLAY

ONE OF THE most curious and horrifying spectacles furnished in that home of strange superstitions, the Orient, is the "Muharran," or miracle play, enacted in the public square at Tabriz, Persia. The object of the performers is to obtain remission of sins, while at the same time commemorating the tragic death of Hasan and Husain, sons of Ali. Fanatical priests and ascetic dervishes, carrying national and religious emblems, pass under an arch of triumph, symbolizing the door to paradise, followed by a crowd of the faithful, each with one shoulder bare and his head partially or wholly shaven, and shouting as they parade, "Hasan and Husain," and beating their breasts. Some arm themselves with whips made of iron strands, or with knotty clubs to which are fastened nails and bits of brass, with which they torture their flesh.

Life Insurance.

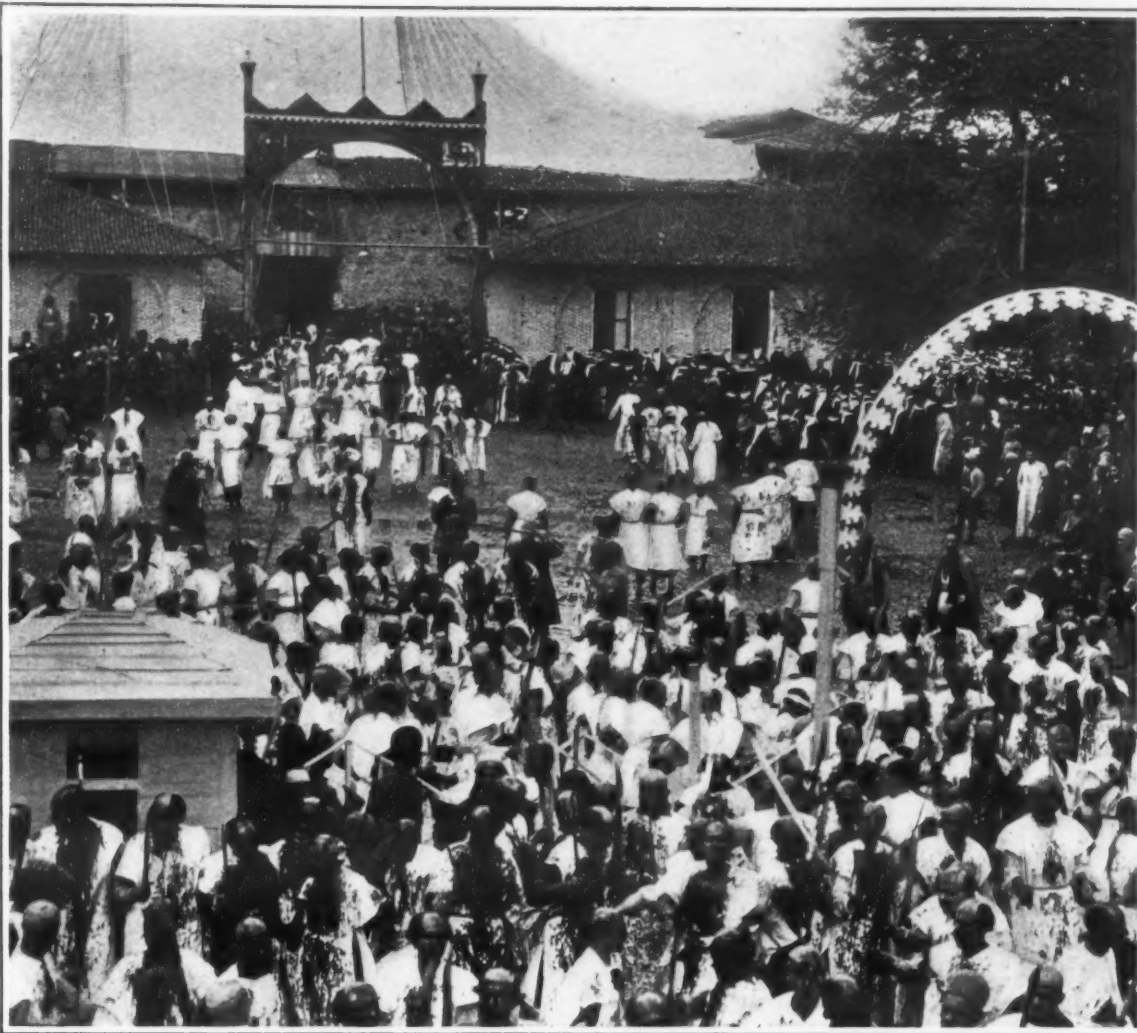
Continued from page 598.

agreat business? These lists are to be open to inspection at any time during business hours by any policy-holder "or his authorized representative." It is hardly jocular to remark that quotations may be seen for "policy-holders' rights," inasmuch as a policy-holder's privilege to invest anybody with a card of admission and authority to inspect and copy lists may become a marketable possession.

Companies are required to prepare and file policy-holders' lists with the New York insurance department (names of all policy-holders); at the home offices (names of all policy-holders); in every general agency (names of policy-holders in tributary territory). In all, the number of lists may run far into the hundreds. It was estimated, some time ago, that the publication, in nonpareil type, of the names and addresses of the New York Life's policy-holders would require twenty-four papers, each of twenty-four pages, metropolitan newspaper size, or about 576 newspaper pages in all.

The active and enforced "democracy" which the inquisitors and law-makers seem to think necessary is likely to be annoying, expensive, and dangerous, and there is more chance that the annoyance, cost, and danger may be under-estimated than overstated. By destroying agency forces, one of the chief safeguards of the policy-holders has been taken away. If it has not already occurred to every conceivable sort of association, organization, or business combination, that the great mutual life-insurance companies are open to capture and recapture, the interesting fact will become evident to all of them very soon. May it not be expected that financial and political cliques, secret societies, and even church denominations, may use such power as they have to swing elections this way or that? The tenure of office of a life-insurance president will be as unstable as any other political job.

It cannot be argued that policy-holders have shown any great anxiety to use a voting power every year, to burden themselves with the anxieties and responsibilities of "saving" the company annually. Insurance is intended to give men sound, enforceable contracts, to diminish their cares—not add to them. What policy-holders want is to have business contracts carried out according to their terms. They want



STRANGE AND HORRIBLE SUPERSTITIOUS RITE OF THE ORIENT.

THE "MUHARRAN," OR MIRACLE PLAY, ENACTED IN THE PUBLIC SQUARE OF TABRIZ, PERSIA—RELIGIOUS FANATICS, ARRAYED IN WHITE, GASHING THEMSELVES WITH SWORDS AND BESPRINKLED WITH THEIR OWN BLOOD.—Photograph from Dr. Youl Joseph.

strong men at the head of the companies. They want to delegate responsibility, not to acquire and use power themselves; to hold individuals to the test of results, not to be called upon, at frequent intervals, to "vote" for somebody or something. Nor do they wish to worry, or be worried by policy-holders' campaigns, policy-holders' committees, etc.

The alleged benefits the Armstrong legislation is to usher in will have to be put on the scales of the future and weighed before their value can be determined. Where reform is needed, reform is a fine thing, but a general upsetting is not always helpful. While there are features to commend in the new provisions, there is likewise much that must be looked at askance.

If any summary is possible of effects produced and others that may come to pass, this may be said: More capable business men will retire from the large mutual life-insurance corporations in the near future than will enter them; able executives will not be at-

policies because the "publicity" of policy-holders' lists will become an intolerable nuisance; the proportion of insurance that does not insure may become dangerously large; New York companies will lose ground which they will not recover as long as the Armstrong laws last; the supremacy of New York as the centre of the life-insurance business will surely pass; it will remain the fashion to distrust insurance companies, to indulge in noisy protestations of one kind and another, and to go to law with one's insurers on almost any pretext imagined or suggested by scheming lawyers; election days will be looked forward to with apprehension and disgust; successive "hot fights" for control may mean the ruin of any company; the past enthusiasm of agency forces will disappear, the pride of achievement, of business-getting, will give place to dickers and schemes for controlling the life-insurance ballot-box. At the moment it is not clear how policy-holders, who have new and dangerous perils to face,

can be better off in the future than in the past, all things considered. But it is respectful to wait to see what happens, and to concede, as a conventional courtesy, the good intentions of the radical reformers.

Let Them Go West.

OF THE more than 1,000,000 immigrants who came to this country in 1905, very few reached the newer regions of the West. According to the Western Railroad Passenger Association, which has made a report on the subject, over 317,000 of them dropped down in New York State and 222,300 in Pennsylvania—about one-half of the whole number stopping in those two States. Ohio obtained 51,000 and Illinois 79,000, but less than 20,000 seem to have gone beyond Illinois. The southern European emigrant does not seek the land as did so much of the northern European emigration of twenty years ago. He prefers the cities and factory towns, where work at good wages is to be had in abundance.



THE PAINTING WHICH MADE A SENSATION IN PARIS.

IT PORTRAYS AN ANIMATED SCENE AT A FASHIONABLE RESTAURANT, AND SHOWS THE COUNT AND COUNTESS BONI DE CASTEL-LANE IN THEIR LAST PUBLIC APPEARANCE TOGETHER BEFORE THEIR SEPARATION—THE COUNTESS (FORMERLY ANNA GOULD) SITS AT THE RIGHT AT THE FIRST TABLE, WITH HER HUSBAND (LIGHTING A CIGAR) OPPOSITE.

From the painting by M. H. Gervex. Photographed by Moreau Freres.

Guanajuato—Mother of Great Fortunes

A Visit to the Guanajuato Amalgamated Gold Mines in Mexico

LA LUZ, GUANAJUATO, MEXICO, June 12th, 1906.

MY SEARCHLIGHT of investigation has been turned upon these properties for three weeks. As through a microscope I have scrutinized—and as with a fine-tooth comb examined—everything and everybody on the spot, and I see every reason why the promise of the company to begin the payment of dividends January 1st next will be fulfilled. The seven mines reported as owned by the Guanajuato Amalgamated Gold Mines Company are all here and all open to inspection. Moreover, they are all ribbed, as the company states, with rich gold and silver veins. And to-day the pains that rack my body as the consequence of traversing the perilous and precipitous roads of the underworld leading to those veins—these body-pains, I say, remind me that I have seen all the company's ore "in place" and in "fillings." Also, I have ruined an expensive pair of boots climbing over the much-advertised million-dollar ore-dump.

Then, too, the improvements described in the company's advertisements are visible realities. I see the work of development progressing as stated. The new 100-stamp mill is ready for the machinery which is now either here or on the way. The concentrating and precipitating houses and the cyanide tanks are ready for their machine equipment, that is now being carted here from the nearest railroad station as fast as fifty fine American mules can haul it. In the new assay-house I see men of science at work. And I see the gallows-frame for the new 100-horse-power electric hoist rising above the shaft, one huge timber at a time.

Again, yonder in the valley, I have watched 250 peons laying the top row of rocks completing the dam that is to make possible a storage of 70,000,000 gallons of water for the treatment of ore at the mill—via a two-mile pipe-line. And only to-day I viewed the work of the field force of the Guanajuato Power and Electric Company—the important work that spells success at these mines—the work of laying wires for the transmission to the mines of electric power.

Moreover, all the first-class mining experts, distinguished engineers, and experienced managers mentioned in the company's prospectus—they, too, are on the spot and are making every effort to hasten the day of the first dividend. I have cross-examined them, and have checked up their reports. Here I must say, parenthetically, that every book, every document, every scrap of writing pertaining to the business of the mines and mills has been placed in my hands for inspection.

The way the managers and engineers here passed the ordeal of the Third Degree is proof that they are mining men of ability, of wide experience, and of high character. They are men in earnest in their work here—men entitled to our confidence.

"THE PEACE" GROUP OF MINES.

I write this, then, at La Luz, Guanajuato—a gold-mining region that has a record of enriching more men and more women—more investors—than any other district of its size on the globe. For Guanajuato, the first mother of mines in the New World, has been a mining camp for 350 years. Here was discovered and here worked the first gold vein in the Western Hemisphere—La Luz (the light), which, according to the American Institute of Mining Engineers, has produced, to date, \$300,000,000 in gold and silver.

The first mine on La Luz vein was yielding up its riches as far back as 1548—fifty years before the founding of the first settlement in the American colonies, fifty years after the first voyage of Columbus, and a quarter of a century after the conquest of Mexico by the Spaniards.

On this self-same seemingly inexhaustible La Luz vein are located La Paz (The Peace) group of seven mines, that have already produced \$25,000,000 (official figures) and are now owned by Guanajuato Amalgamated.

It is this group of mines—these children of the most prolific mine-mother in the world, Guanajuato—that I have visited.

THE AMERICANIZATION OF GUANAJUATO.

Guanajuato! Fix that name of a state in Mexico in your mind. It is a name you will see constantly in print, and hear frequently on the lips of investors, from now on. For Guanajuato is to-day what California was in '49, and what the Klondike was in '97. And a little more; for Guanajuato is a gold and silver mining region of known enormous production. It is the application of Americanism in this district, however, in the shape of newly-invented machinery and the most up-to-date methods in mining, that makes this a new El Dorado.

Cecil Rhodes, in his last public speech before his death, declared that the "richest mining country in the world is Mexico." "The consensus of opinion of scientists," added the gold-mine king, "is that Mexico will furnish gold and silver for the whole world—from the mines of the Aztec country."

By Gilson Willets

The Aztec country! Here is the heart of that country—Guanajuato. Here are stored riches in quantities incomprehensible. Directly under the city of Guanajuato the earth is honeycombed with tunnels of gold-and-silver mines; while La Luz, ten miles from Guanajuato—La Luz, the ancient town on the confines of which lie the mines of Guanajuato Amalgamated—is, to quote the popular lecturer, Stoddard, "built upon silver and paved with gold."

Beneath the hacienda at La Luz, where I am the guest of Mr. Laurence P. Adams—resident manager of Guanajuato Amalgamated, a son of the president of the company—run man-hewn corridors of the under-earth, such as characterize the whole Guanajuato district. The particular corridors beneath me lead to certain chambers of wealth in the hills and canyons beyond—silver-ribbed, gold-studded corridors and chambers containing what we may believe will prove to be the future profits of Guanajuato Amalgamated.

Traverse those corridors, look into those chambers, and one understands why this region is called "the greatest mining district in the world"—the authority for this statement being the Encyclopædia Britannica, Vol. XI., page 206. "Greatest," because Guanajuato, according to official records, stands first among the mining districts of the earth in the production of gold and silver. Guanajuato alone has yielded more than one-sixth of the total production of all the mines of Mexico—the government records showing six billions for all Mexico, and over one billion for Guanajuato.

THE LIGHT OF GOLD.

Since my descent into the mines of Guanajuato Amalgamated, I see the surface of the earth hereabouts in a light made golden, as it were, by something more than the unfulfilling sun of Mexico. For example, I see the silent, sandaled peon of the red serape passing the gate of the patio (courtyard), plodding behind his slaving burro, bringing supplies to our camp; and I am aware that with every step both peon and burro tread upon rock-ribbed earth in the lower recesses of which lies that which men lust for, fight for—the metals that money is made of. I know that below there is "standing ore" which Mr. Sherrod, the chief of the mining engineers at this plant, tells me will yield an average of at least fifteen dollars a ton. And as there are said to be some 300,000 tons of "standing ore," the whole is computed to be worth \$4,500,000.

Again, down there below I saw "stopes" and "levels" filled with stores of broken ore—low-grade ore already mined, called "fillings"—ore discarded by the former Mexican owners because, by their primitive methods, they could not afford to extract the gold and silver. Of these "fillings," Mr. Sherrod says there are about 250,000 tons, worth \$7.50 a ton the total estimated value being \$1,875,000.

And now, as I write, I hear the voices of many peons singing the *Ave Maria* as, at the end of their day's work, they come to the surface through the shaft that leads up from all that ore of the under-earth; and at the gate of the patio each of these peons is searched, lest he carry away some small bit of the stockholders' profits in the form, possibly, of a tiny nugget.

Once more, from my window, I look upon a mound of broken rock—the biggest dump in Guanajuato. That dump is the greatest immediately available asset of Guanajuato Amalgamated. Any day when, because of any tie-up in the hoisting machinery, or other accident, there happens to be a shortage of ore from the mines, this dump—a vast ore reserve—will be drawn upon to complete the daily quota of from 300 to 400 tons needed to keep the 100-stamp mill running. Engineer Sherrod tells me that the dump is worth nearly \$2,000,000, and that it will yield a profit of at least \$1,250,000. That is, the dump comprises 250,000 tons, worth \$7.50 a ton, or \$5 a ton net profit. The dump is a veritable Great Pyramid, more than 100 feet high and over 600 feet broad.

Do you wonder, then, since I am told that there are over \$4,000,000 net profits in this "proposition" in the earth right beneath me, and over \$1,000,000 more of net profits in a dump right beside me—do you wonder that I see the earth hereabouts as in a golden glory that is not all caused by Mexican sunshine?

The gross value of all the "ore in sight" at these mines is, I am informed, over \$8,000,000, much of the ore being now actually ready for the stamp-mill. And the company is building the mill to treat the ore in such a way that the whole of the ore in sight will yield, within a very few years, a total net profit of \$5,000,000, to be divided among the stockholders of Guanajuato Amalgamated.

THE DESCENT INTO THE SEVEN.

At the company's offices at 57 Broadway, New York, the visitor is shown a huge block of quartz that

is black-streaked with silver, and here and there a-glitter with tiny particles of gold. On my hands and knees, literally, I have inspected the veins on the properties of Guanajuato Amalgamated, whence that sample in the New York office was taken.

Tied to the end of a wire rope, I have been lowered 500 feet down the shaft of the Jesus Maria mine—a shaft that is now being deepened another 500 feet, and equipped—thank heaven!—with electric hoists, or elevators. Moreover, every bone in my body aches as the consequence of the descent afoot in the second of the mines of the company—a descent of 850 feet, down steep and terrifying steps and perpendicular ladders, into the Villarino mine.

Then, down through the very bowels of the earth, I have reached the other five mines owned by the company—Providencia, Sangre de Cristo (Blood of Christ), Remedios, Dolores, and El Atletas—known collectively as Negociacion de La Paz. These properties were owned by the famous banker, Francisco de P. Casteneda (the Rothschild of Guanajuato), from 1848 up to November of last year, when they came into possession of Guanajuato Amalgamated.

THE PEON ARMY AND THE ORE.

Everywhere on the Guanajuato Amalgamated properties I see the work of improvement going on. I see scores of peons engaged in the task of timbering the shafts, ready for the electric hoists; and the battalions of peons at work timbering, extending, enlarging the cross-cuts, drifts, and stations in the mines; and regiments of peons building the mine railways and otherwise making ready for the actual work of extraction. And the ore itself! I have seen rich mines of gold-and-silver-bearing quartz, and upon each were innumerable marks of assays ranging from \$15 to \$100 a ton. I myself watched the process of sampling and assaying certain ore of my own choosing that revealed a value of \$89 per ton.

Throughout the mines the veins show indications—as Engineer Sherrod explained in detail—of even greater values in the virgin depths below the levels already reached. Worked only to an 850-foot level, these mines have produced \$25,000,000; what may be expected, then, from still lower levels down and down to 6,000 feet? The experts who have examined the Guanajuato Amalgamated properties tell me that there are far richer and vaster bodies of ore remaining than have already been worked. On this same vein, the old La Luz mine, worked to 1,487 feet, has produced to date \$140,000,000. As the Guanajuato Amalgamated mines are in this same vein, the experts believe that, at the same level, the product of these mines will equal that of the old La Luz.

THE MILLS OF FORTUNE.

Next came my inspection of the plant above ground. I mounted the concrete foundations that stand ready for the hundred stamps of the stamp-mill, the all-important mill by which the ore in sight will be made, I am told, quickly to yield profits.

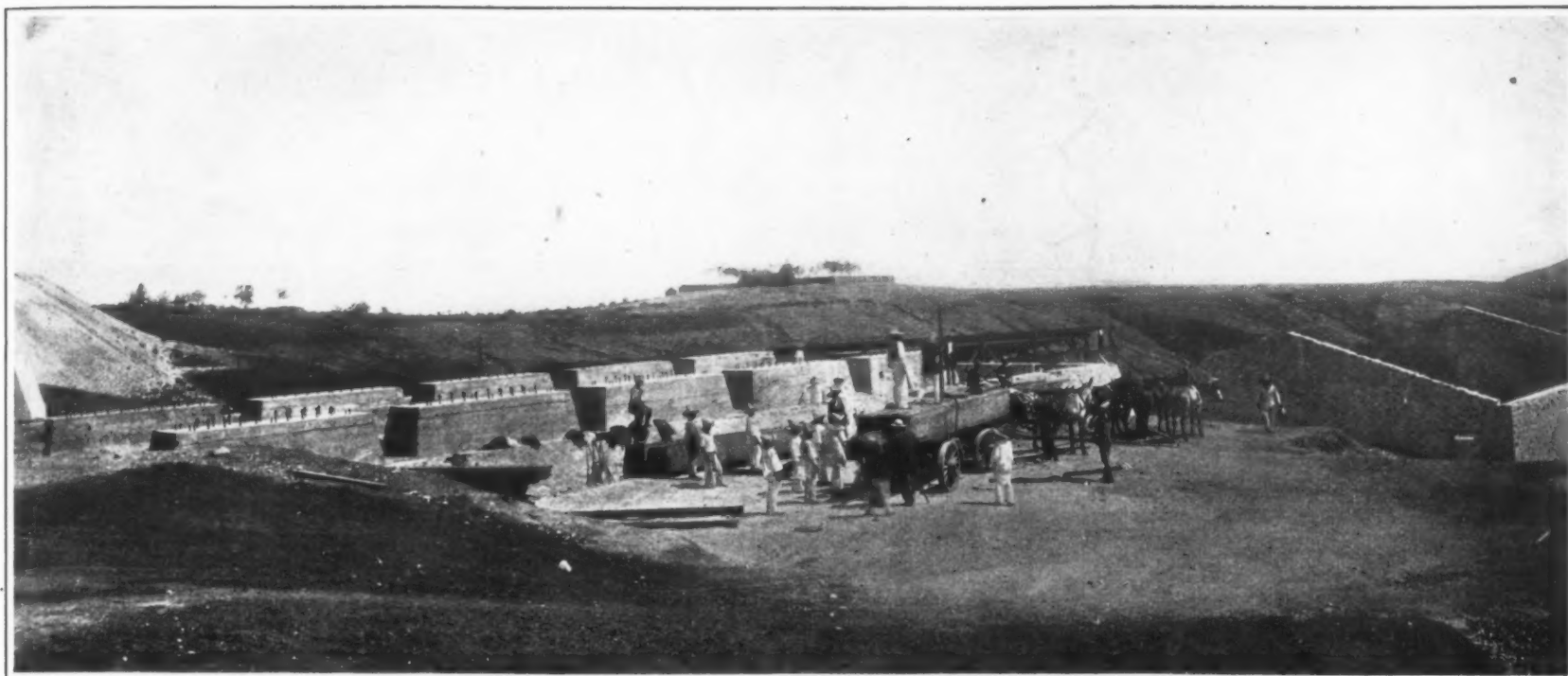
Before the ore reaches the mill it passes from the mine along a tramway, whence it drops through a rock-breaking tower, and thence is conveyed automatically into the stamp-mill. The values not recovered on the amalgamating plates in the stamp-mill will be obtained in the adjacent concentrating house and in the fifty-two cyanide tanks—after which comes the work of the precipitating house. By these means at least ninety per cent. of the values of the ore will be recovered.

The tramway and rock-breaker are completed, while the concentrating and precipitating houses and cyanide tanks are at this moment nearing completion. Meantime, the stamp-mill itself is in readiness for the installation of the most improved machinery, which, together with other equipment, is now either already on the spot or is converging toward La Luz from Chicago, Detroit, Milwaukee, Cleveland, San Francisco, and other points in the United States, while Liverpool is sending cement and Germany steel.

At Marfil, the nearest railway station to La Luz, I looked into car after car filled with machinery and supplies consigned to Guanajuato Amalgamated. And in the railroad sheds I saw, besides, a lot of machinery, already unloaded, awaiting transportation to the Amalgamated mines.

And timber! A million feet of it has been ordered by the company for mill construction, for timbering the shafts, and for gallows frames. Car-loads of this timber are arriving daily—some of it, the most massive of the beams for the battery posts for the stamp-mill, from the pine forests of Oregon, while all the ordinary timber comes from Mexican forests. As fast as the timber arrives it is carted out to the mines, where it is seized by an army of peons and put in place.

Now, to treat the ore in the stamp-mill, water is needed. The management set about securing water on a colossal scale that would insure sufficient water in the dry season, as well as during the rains. Two miles from the mill three streams converge. For \$200



MASSIVE CONCRETE FOUNDATIONS FOR THE STAMPS—BATTERY POSTS OF OREGON PINE BEING DELIVERED.

gold the company bought the land round-about the converging point of the streams. Then 250 peons were put to work on the construction of a dam. That was last December.

I rode out to that dam yesterday, and lo! the peons were laying the topmost stones. From quarries on the land which the company had purchased, the necessary stone was easily and cheaply secured; and now here is a dam 52 feet high and 200 feet wide, practically finished.

By means of that dam is created a reservoir having a capacity of 70,000,000 gallons—a storage of water that will at all seasons be equal to the demands of the stamp-mill. From the dam a pipe-line is being laid, and through it the water will be pumped two miles up to the milling plant, where a large tank has just been completed to hold ready the necessary daily supply.

A MINING CAMP LIKE A CLOCK.

As for the management of Guanajuato Amalgamated—both at the business end in New York and at the working end in Guanajuato—I am told by veteran mine operators here that this is among the best handled properties they have ever known.

Here at the operating end is a camp where among those in charge there is only one aim, one end—work, work, day and night; for the moment the day force comes out of the mines, the night force goes in. Here is a camp far removed from the rip-roaring type. A more sober, more hard-working, more strictly business-like army of Gringo captains and Mexican laborers cannot be found, so far as I know, south of the Rio Grande.

I arrived here at the pay-hour, Saturday afternoon, when some 800 Mexicans stood in line awaiting payment for their week's work. In the company's office, on a table, lay a formidable pile of Mexican dollars. In front of the pile sat the paymaster, and as each peon filed past he was handed his wages. Policemen with rifles were present—in the background, however, for their active services were not needed. What a quiet, orderly paying off was that! In my mind it spoke volumes for the efficiency of the management.

Then, from Monday morning, when I stood by while the legions of peons were assigned their tasks, to Saturday evening, when I again witnessed the paying off, I found military discipline prevailing, every man to his post ten hours a day. No shirking, no taking it easy—but just steady, continuous progress in all departments.

The cost of labor at the Guanajuato Amalgamated mines, as elsewhere in Mexico, is less than one-fourth the cost of similar labor in the United States, the average wage of peons being twenty-five cents (gold) a day. Strikes, where there are no unions, are unknown, and hence no expensive delays are to be reckoned with, so far as the men behind the blasting-powder are concerned.

PERSONAL.

The commander-in-chief of this camp is Lawrence P. Adams, the resident manager before mentioned. "Don Lorenzo," as the Mexicans call him, is a man of experience and ability as a mine manager and mining-plant operator. A Harvard man, he is regarded as an excellent organizer, and I believe him to be in earnest in making the development of these mines his life-work. He has worked, as well as owned, several different mining properties in Mexico. To him belongs much of the credit for the rapid progress at these properties since their purchase last June, 1905. By November the actual work of extraction will begin, and the stamp-mill will then be treating 300 tons or more of ore daily. Thus, in one year from the beginning of the construction work, gold and silver in bars will be shipped from these mines—an achievement that says much for the management.

A more indefatigable worker than the managing head here would be hard to find. From daylight until far into the night Mr. Adams is the commandant in fact—directing here, improving there, now at the mill, later at the dam, anon deep in the mines, ever inspecting, encouraging, pushing—in short, managing.

It was Lawrence Adams, together with the present general superintendent and resident director at these properties, John F. Smith, who, after five years of prospecting, five years of examination of available mines in Guanajuato, finally chose the La Paz group—now Guanajuato Amalgamated—as the most promising proposition in this region.

In forming a staff at the mines the management secured some of the best mining men in America. For example, the chief mining and constructing engineer, V. B. Sherrod, is one of the best known

and most distinguished men in his profession in the United States. Mr. Sherrod was graduated from the University of Michigan sixteen years ago, and since then has been in charge of the construction work at various important mines in the United States and Mexico. He is especially famous for his construction work on the Golden Gate mine, in Utah, owned by Captain De La Mar.

Among both principals and seconds at the mines there exists an *esprit de corps* such as is usually to be found only at an army post. All work together for one end, namely, to make the plant of Guanajuato Amalgamated the model of the mining world.

Chief Engineer Sherrod is a most conservative man, and faith can be placed in his word when he avers, as he does, his belief that this property will again develop into a great mine and become a good dividend payer. "Special mention," he says, "should be called to the following points:

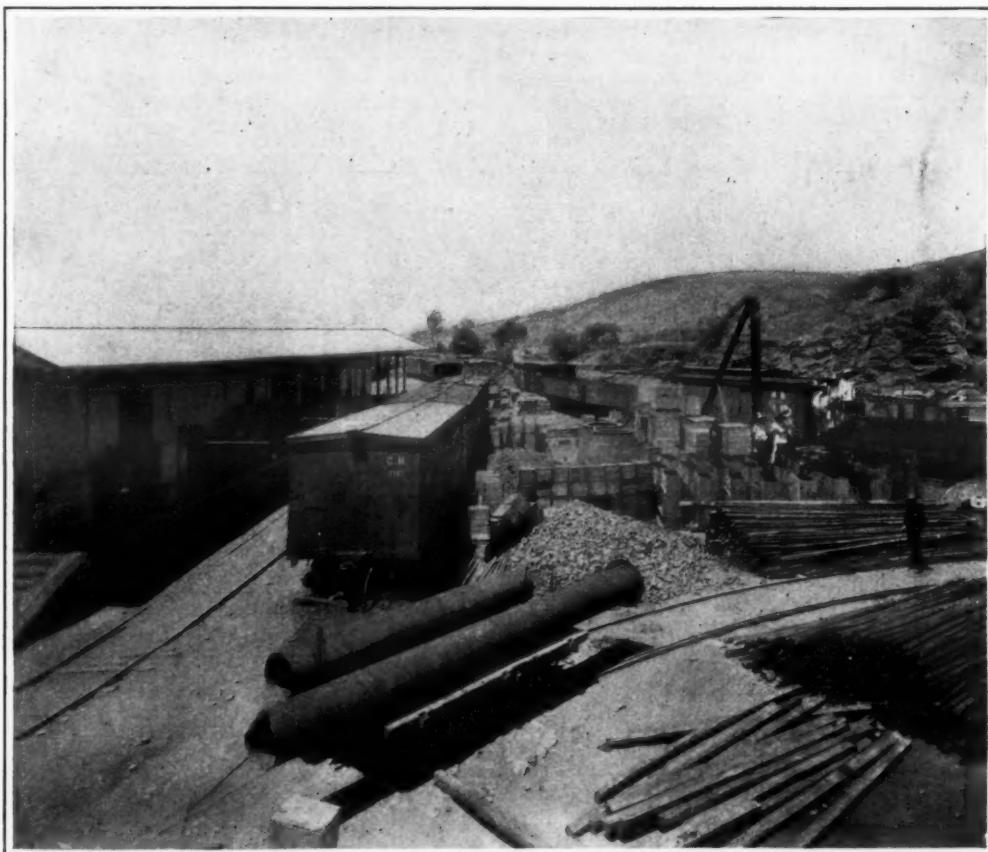
"First, the mines are located in a district that has furnished the largest gold-and-silver mines in the world. Second, the La Paz group (Guanajuato Amalgamated) has produced \$25,000,000, and that, too, with an uneconomical and inefficient milling process. Third, in the dump and fillings alone there is a potential profit equal to the total production of many a good mine. Fourth, in the old workings there still remains a large quantity of ore carrying the greater percentage of its values in gold, and of a grade sufficiently high to permit its mining and milling at a good profit."

Such is part of the thoroughly favorable official report of Mr. Sherrod. Personally, too, I have found him most enthusiastic over the immediate dividends and profits which these

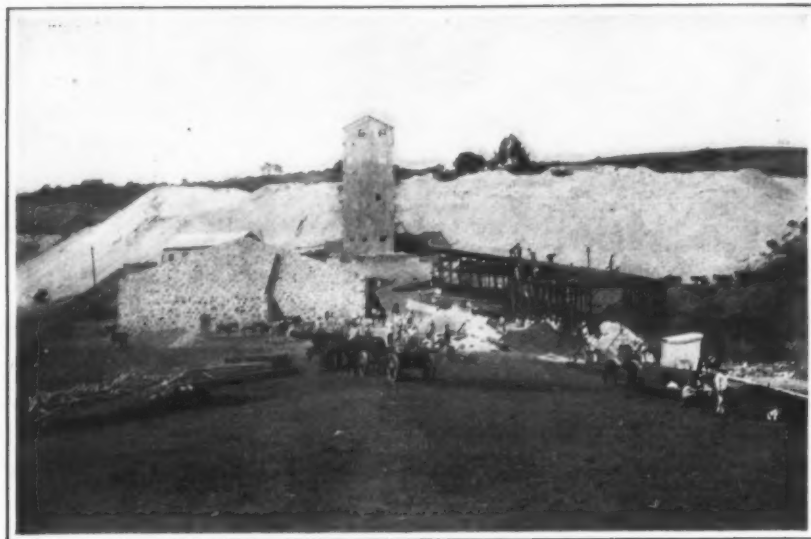
DOLLAR-WISE DEVELOPMENT.

In the development of these mines one of the rules strictly observed is—economy. Too often the work of improvement at Mexican mining camps has been notoriously extravagant; but such is not the case here. The economy practiced by the company is of the kind that insures quick results, and the largest possible profits.

The company buys the best, builds the best, which in the end means the cheapest. And yet it is putting up a mill and other structures, and is timbering and tunneling the mines at a cost much less than that shown for the same work in other mines; for the company's scheme of economy includes the expenditure of a little money at the beginning of things, in order to achieve a big saving at the end.



FREIGHT STATION AT MARFIL—SHOWING THE VAST TONNAGE OF MATERIAL AWAITING TRANSPORTATION TO THE MINE.



THE MILL SITE, SHOWING THE PRESENT STAGE OF THE CONSTRUCTION WORK.



HAULING LUMBER TO THE MILL SITE.

For example, at this moment outside the *patio* gate stand four trucks of the strongest make and four carts (bought from the Peter Shuttler Company, of Chicago), drawn altogether by fifty mules of the best American breed. The outfit has come from Marfil, eight miles away—over a road built by the company when it first took possession of these mines—having hauled to-day no less than twenty-five tons of machinery and timber. Similar loads are hauled in those trucks and carts by those fifty mules each week day, and the outfit is conceded to be the finest in the republic.

Now supposing the company had attempted to get its hauling done from the railroad to the mines by hired teams—without an outfit of its own? The thing would have been impossible—for the cost of delays would have transcended the cost of the company's hauling outfit, and there are still 700 tons of machinery and materials to be hauled. So much for the company's scheme of economy that, obviously, means earlier dividends on the stock of Guanajuato Amalgamated.

AFTER 350 YEARS OF GOLD AND SILVER MINING.

Now for a few details relating to the rapidity of development work at the Guanajuato Amalgamated mines since last June, 1905, when the properties were purchased. It must be understood that the actual work of extraction has not yet begun; first, because of the necessity of getting the mines into shape to work them by modern methods with up-to-date machinery; second, because of the necessity of building the stamp-mill, the concentrating and precipitating houses, and the cyanide tanks, to treat the ore American fashion. All this construction work has progressed so rapidly that actual extraction will be begun by November.

Hitherto these mines were worked Mexican fashion, primitive in the extreme. And before the Mexicans took hold, Spaniards worked the mines in the same primitive way. For about three hundred years—from 1548 to 1850—the mines now owned by Guanajuato Amalgamated were worked thus crudely and desultorily; and yet, in that time, millions in gold and silver were produced.

Then, from 1850 to 1865, the mines were in a bonanza. The advent of Maximilian caused a cessation of work until 1882, when mining was resumed and continued up to the time of purchase last year by the present owners.

In all the 350 years of work under former owners, the cost of production was so high that only fifty per cent. of the real value of the ore was obtained, and only the highest-grade ore could be shipped to market with profit. Yet in those years these very mines produced, as already stated, over \$25,000,000.

Meanwhile, the low-grade ore was left in the mines in the form of the "fillings" already referred to, while the sortings of the high-grade ore that was brought to the surface was heaped up and up until was formed the dump which I have described. The ore in that dump and in those "fillings," under Mexican ownership, was valueless. Now, however, by building a modern milling plant to treat the ore right here at the mines, that once valueless dump and those

once waste "fillings" become, as Engineer Sherrod declares, worth millions of dollars. In other words, the raw material, the ore, was here ready to be worked into the finished product—gold and silver. But, under former conditions, the ore could not be shipped to the ancient mills with decent profit. Hence the necessity for a stamp-mill and other buildings for the extraction of the metals here at the mines.

GIVING ORDERS FOR A MINING PLANT.

To illustrate part of the work involved in setting up a modern mining and milling plant in the heart of Mexico, let me cite a few of the orders, or contracts, for machinery and materials placed by Guanajuato Amalgamated with leading American firms: With Allis-Chalmers Company, of Milwaukee, for a 100-stamp mill with a daily capacity of at least 300 tons; with the Westinghouse Electric Company, of Pittsburg, for thirteen 30 to 50 horse-power electric motors and a Deane triplex power pump; with the Wellman-Seaver-Morgan Company, of Cleveland, for electric hoists; with the Mexico Mine and Smelter Supply Company, of Mexico City (an American concern), for concentrators and air compressors; and with numerous other concerns for shipments of cement and lumber, deliveries of which are now being made. Also, orders were placed with the United States Steel Products Export Company, of New York, for steel for construction work, all of which has been delivered; while the same concern is now filling an order for the delivery and erection of fifty-two steel cyanide tanks.

The whole plant here will be run by electric power, the contract to supply all necessary power having been placed with the Guanajuato Power and Electric Company (an American concern). Motors and other electrical machinery are now being installed, and the power company is engaged in the work of wiring out to the mines at La Luz, from the city of Guanajuato, a distance of ten miles.

These contracts, and others, for machinery and materials are mentioned in the advertisements of Guanajuato Amalgamated, together with the names of the firms to whom the contracts are given. By thus taking the public into its confidence the company

has established a precedent for a unique feature in mine advertising.

A NOVEL IN FIGURES.

A word about the business end of Guanajuato Amalgamated. The company is capitalized at \$3,000,000, divided into 600,000 shares, of which 270,000 were set aside for treasury purposes at a par value of five dollars each. The price of the shares is now at par each—the price having been advanced on June 1st.

The officers are: Albert J. Adams, president; Richard W. Cannon, vice-president; George Karsch, secretary and treasurer; Lawrence P. Adams, resident manager; and John F. Smith, resident director. The board of directors includes bankers, lawyers, and business men of high standing in New York.

The company, quite obviously, was capitalized on a conservative basis, considering the quantity of ore in sight and ready for treatment; ore which, when handled by the company's new mills, will yield at least \$5,000,000 net profit. And this does not include the ore below the present level. Regarding the ore still in the virgin ground included in the company's purchases, I was shown maps of holdings on the La Luz vein which were said to indicate that not more than one-sixth of the property owned has been mined. This means that, as the one-sixth already mined yielded \$25,000,000, the remaining five-sixths, if producing proportionately, would yield \$125,000,000.

Showing supreme confidence in this enterprise, the organizers of the company, before a share of the stock was sold, began the work of development at the mines, either paying for or contracting for all necessary machinery and materials.

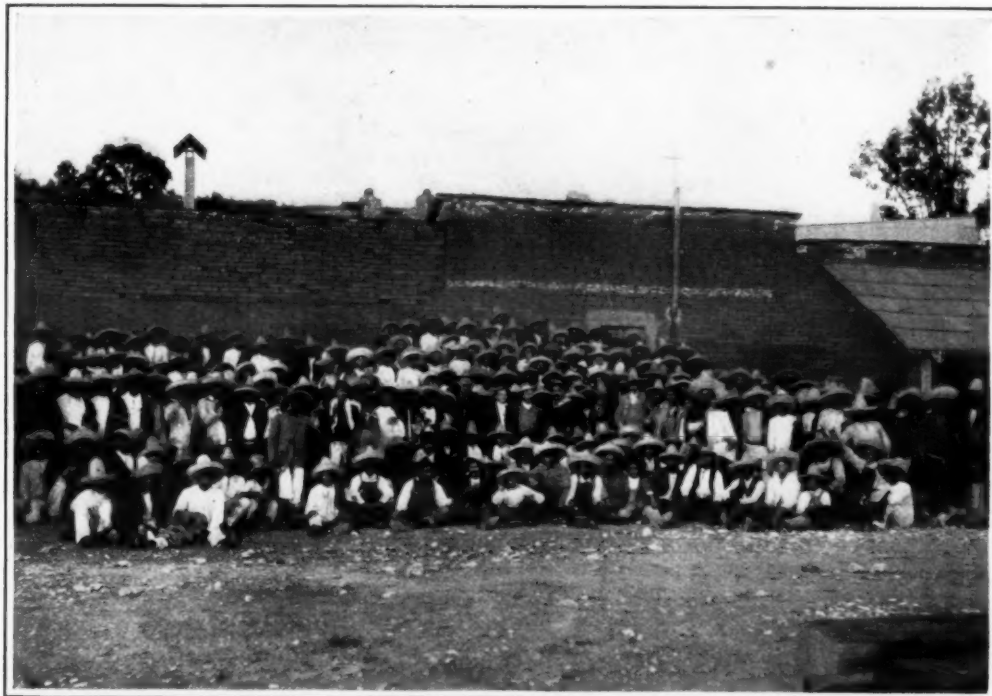
Finally, the company was one of the charter members of the recently organized mining congress of Mexico, which is composed only of companies of the highest standing. Mr. Lawrence Adams is the personal representative of the company in the mining congress.

Guanajuato has in the past brought riches to many a poor man, while at the same time it has enlarged the fortunes of Spanish grandees and of American Croesuses. Millions are still to be taken from the inner-earth of Guanajuato, to enrich, very probably, many a comparatively poor man who now gives financial attention to this Mother of Great Fortunes.

And among the first of the mines in this district to bring wealth to investors, as experts declare, will be Guanajuato Amalgamated, the price of the shares of which will unquestionably advance above the present price of \$5 as development work goes on. An adjacent mine, for example, San Juan de Providencia de La Luz, shows an amazing advance in the price of its shares—from a par value of \$30 to \$1,090 (and still increasing daily), the greater part of the increase occurring in the last three months.

Such be the facts gathered during my three weeks' investigation of the properties of the Guanajuato Amalgamated Gold Mines Company, which has headquarters at 57 Broadway, New York.

[NOTE—Additional chapters of Mr. Willets's story of Guanajuato Amalgamated will be printed in future issues of LESLIE'S WEEKLY.]



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Is said of "green beer"—not of Schlitz.

Schlitz beer is aged in glass enameled steel tanks for months before it is marketed. Fermentation is finished long before you get it.

That is an apparent virtue. But the chief distinction of Schlitz is its purity—a virtue that you can't see. Yet the cost of that purity exceeds all

other costs
of our
brewing.

Schlitz

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*See that the cork or crown
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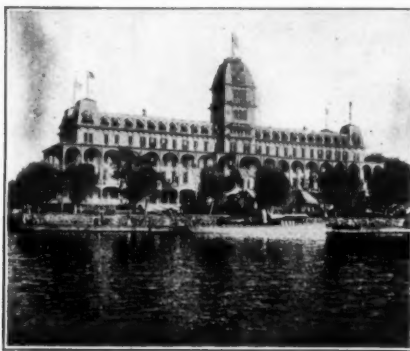
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[NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fourth Avenue, New York, at the full subscription rates, namely, five dollars per annum, or \$2.50 for six months, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answers by mail or telegraph. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor LESLIE'S WEEKLY, 225 Fourth Avenue, New York.]

ARE WE overdoing the house-cleaning business in this country? Are we washing too much of our dirty linen in public? In no other country in the world would such disclosures by the government be permitted as have been made by President Roosevelt regarding the packing-house industry, perhaps the largest, next to the steel industry, in the United States. I am sure that no other government would have permitted such allegations to be publicly made to the detriment of one of the greatest of our competitive industries, without first, at least, having made an earnest attempt to correct the difficulties, without a public scandal. That there are two sides to the packing-house story is beyond question. The hearings at Washington prove this to be the case, and they show that the investigators who made the report sent to Congress were not practical men, so far as knowledge of butchering, packing, and preserving of meats is concerned. Whether they were or not, or whether the revelations were as "revolting" as they were first said to be, the fact remains that every great trading nation in competition with us has gloated over the assaults on the packing-house industry, and is profiting immensely because of these assaults.

The stock market has not, as yet, realized the full significance of the matter. One of the heaviest items in our foreign exports is made up of packing-house products. Every meat-packer in Australia, Canada, and New Zealand, and all the other British colonies, every one in Germany, France, and Austria, has been groaning for the past few years over the rapid increase abroad in the sales of American pork, beef, lard, and canned meats. We produced these meats in greater quantities, at lower prices, and, as the world believed, of a better grade than any other nation could, or would, produce them. Germany became so incensed that it organized open warfare against American meats and meat products of all kinds. It raised the most preposterous and absurd objections to them. It insisted upon the most rigorous and thorough inspection. It put an oppressive tariff on them, and by these methods it succeeded, in part, in helping the German packer to maintain his trade and keep alive. But the American packer, with his Yankee persistence, took other markets when Germany drove him out, and he took from the latter all the German export trade he could. No

"Vacation Days in Southern New Hampshire."

A NEW BEAUTIFULLY ILLUSTRATED AND DESCRIPTIVE BOOKLET.

ONE of the most beautiful and artistic booklets issued this season is the new descriptive booklet "Vacation Days in Southern New Hampshire," delightfully illustrated and describing in detail the resorts of Southern New Hampshire. This booklet is brand new and is inclosed in a handsome cover lithographed in eight colors. This growing vacation country, year by year, is attracting tourists and vacationists, and any person who desires or contemplates a vacation this season in New Hampshire should send two cents for postage to the General Passenger Department, Boston and Maine Railroad, Boston, for "Vacation Days in Southern New Hampshire."

If you drink champagne because it's good, You're sure to drink the "Brotherhood." But if you drink it for a bluff, Then imported is good enough. The wine says the rest.

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wonder that there is the highest glee throughout Germany over the muck-raking at Washington and in American magazines and newspapers.

I have heard the rumor that, behind this assault, predicated on the rash and inconsiderate tales of a highly imaginative fiction writer, stands the money of the German packers and of the German government itself. My readers need not smile at this statement, for it is beyond question that foreign interests know how to use their funds through the hands of lobbyists in our legislative halls. It is their funds that have fattened the lobby which for years has successfully fought against the passage of a bill to revive American shipping interests. The worst about this whole business is this, that the outcry is not confined to our packing-house products, but is raised against everything in the form of food, no matter by what process it may be preserved or presented, which the United States is offering for sale abroad.

In the estimate of a packer, the attack on this industry will cost this country \$150,000,000 in a single year. This estimate is moderate. It will be necessary to double the figures to approximate the loss to all other branches of trade in addition to the meat industry. Does Wall Street comprehend that it is the great balance of trade in favor of this country which makes it possible for us to become importers, instead of exporters, of gold? At this particular time, when all the world is seeking gold and when money is in greatest demand, it is a blow at the very vitals of Wall Street to cut down by several hundred millions of dollars the annual exports of American products.

I regard the attack on the packing-house industry as second only, in the extent of the disaster it has wrought, to the San Francisco earthquake and fire. \$300,000,000 were wiped out by the latter, but a third of this was covered by insurance, and a good part of the insurance must be paid by foreign corporations. The loss to American industries by the packing-house scandal bears no insurance, and the burden falls on the American producer, the American manufacturer, the American railway, and the American people. Worse yet, all our loss in trade is the gain of the foreign producer, manufacturer, and transporter. I venture this prediction: that not only Wall Street, but the entire country, must, within a year, feel the depressing effects of these two tremendous blows at our prosperity—the San Francisco fire and the packing-house scandal. If our prosperity can survive two such blows, coming rapidly one after the other, then we are blessed beyond all the nations that this world has ever seen.

I am not blaming any one in this matter. The President, no doubt, thought he was performing his public duty. There are those who believe that it might have been performed just as effectively without creating public scandal. I am not defending the packers, for, while I believe that they are not half as black as they have been painted, I feel that they should have looked more carefully after the sanitary, and perhaps sociological, surroundings of their business. I read with interest in the London *Lancet*, within the past year, its criticisms regarding conditions at the Chicago packing-houses. While these did not partake of the revolting character of the charges recently made, they pointed out clearly that there was room for improvement, and the packers themselves have recently acknowledged that fact.

The publication in the *Lancet* was widely commented on on both sides of the water. The fact that it did not create a sensation, and a boycott abroad of our meat products, is sufficient to indicate its character and to prove that the *Lancet*'s thorough investigation did not justify the frightful charges that a novel-writer and a sensational press have recently been indulging in and that the

Continued on page 609.

Segar Truths**Want a Light?**

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"La Magnita" is only one of our choice brands, but the most popular. Fine Havana throughout, mild, fragrant, best possible for the money, and uniform—the same delicious smoke always. Our illustration shows the size, but to know its sterling quality you must smoke one.

On receipt of price we will deliver, charges prepaid, "LA MAGNITA," Conchas Especial Size (as shown here) per box of 50, \$3.50; per 100, \$7.00. Club House size, box of 50, \$5.50; per 100, \$11.00. Remit by money order, check or draft on New York. If Segars are not as represented return same and we will refund money.

For reference we refer you to your own bank.

Drop us a postal and we will mail you, FREE, a beautiful booklet on "The Art of Making Segar Band Plates" and our illustrated mail order catalogue containing prices and sizes of other popular brands.

The "Segar" is the thing, but every one sold by us has a band of real gold leaf; and with each box we send an exquisite centre piece, and full set of segar bands FREE. Write to-day.

Upon request we will gladly furnish you name and address of any retailer in your locality selling our well-known brands of segars.

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THE Boston and Maine Railroad has prepared and is distributing its 1906 Hotel Book, entitled "Resorts for the Vacationist Illustrated." It contains 33 beautiful half-tone illustrations of scenes along the Boston and Maine Railroad, and about 70 pages of information concerning hotels and boarding-houses, rates, accommodations, etc. The whole is inclosed in an artistic, colored cover, and a magnificent half-tone reproduction of the residence of Denman Thompson, of "Old Homestead" fame, is on the inside of the cover. This booklet will be mailed to any address on the continent, free, upon receipt of address.

THE HAYES DEVOTED TO ASTHMA
BULLETIN and Hay-Fever. Mailed free on request.
Address: Dr. Hayes, Dept. 1, Buffalo, N. Y.

Jasper's Hints to Money-makers.

Continued from page 608.

administration at Washington has in-
dorsed. But for this indorsement, our
foreign competitors would have had no
ground upon which to advocate a boycott
of American foods, good, bad, or indif-
ferent. If the packing-house managers
made a blunder, a bigger one was made
by the administration. If the magnifi-
cent work done by American manufac-
turers under the stimulus and protection
of a Republican tariff is undermined, as
many believe it will be, as the result of
this attack on one of the greatest Ameri-
can industries, the blame should be put
where it belongs. It is enough to say
that the splendid structure, reared with
infinite pains and at enormous cost, which
was making our meat business the mar-
vel of the world, has been palsied with
one blow in a single day. How long it
will take to undo the mischief, history
must tell.

Occasional signs of strength are man-
ifested in the stock market. Financial
writers who have deluded the public so
often with similar yarns are venturing
to report new deals and combinations to
stimulate certain lines of stocks. But it
is uphill work. The public has heard
these stories so often, and it has suffered
so much, that it is now inclined to wait
for realities, rather than to listen to
rumors. An adjournment of Congress
would afford the first real pretext for a
stronger market. It is beyond question
that the whole trend of legislation dur-
ing the protracted session now closing
has been toward the bear, rather than
the bull, side. If Congress could be got-
ten out of the way, and if midsummer
should bring hopeful prospects of our
leading crops, and finally, if no more San
Francisco calamities or packing-house
exposures should occur, the captains of
industry in Wall Street might be able
to do more business. But these are
three big ifs.

"J. H." Washington, D. C.: Nothing is known
of it on Wall Street.

"Elm." Holyoke: 1. New York Financial and
Commercial Chronicle. 2. I know of none. 3. All
of them are influenced in my judgment.

"W." Patchogue: I would buy rather than sell
at prices of fractional amounts. A reorganization
usually marks the low ebb of such a concern and
the fittest survive.

"X. O. D." Personally, I know nothing about
the property. Its shares are not dealt in on any of
our exchanges. The statements you make would
lead me to about the same conclusion that you have
reached.

"T." Chicago: The stock has been selling on the
curb for some time past around 7, which is less than
the price at which it sold at the beginning of the
year. No recent report of its operations has been
made public.

"Inquirer." Kentucky: 1. It is highly specula-
tive, but the management has been making great
promises of producing results at an early day. I
am unable to get financial reports regarding its con-
dition, and all of these have been very meagre. 2.
Yes, it is.

"N." St. Louis: I certainly would not advise
you to put money into the stock of the Uncle Sam
Oil Company. There is nothing about it that justifies
the belief that it is anything but a speculation. It
is very heavily capitalized and it looks to me as if
the stock were made to sell.

"M. J." New York: I deal mostly with matters
referring to Wall Street securities. I could hardly
take time, therefore, to follow up the operations of
the company to which you refer, and I certainly see
no reason for doing so if, as you say, you are not
financially interested in it.

"D. C." Providence, R. I.: The price of Manhat-
tan Elevated has declined, no doubt, in sympathy
with the decline of other securities of its character,
the holders of which have been obliged to sell be-
cause of the tight money market. The guarantee
of the stock is, I think, as good as ever.

"McP." Loganport, Ind.: 1. I do not advise the
purchase of the Marconi Wireless. It is largely
over-capitalized and is not in sight of dividends. 2.
The mining stock to which you refer is highly spec-
ulative, and I would leave it alone. 3. If you will
follow my weekly suggestions regularly, you will
get the information you seek.

"K." St. Paul: If I owned Lake Superior Con-
solidated stock bought at a higher price, I would be
inclined to keep it, particularly at this time, when
it is reporting greatly improved earnings and a
much better outlook. Its earnings indicate that it
is worth as much as Steel common, and there are
those who believe that the Steel Trust would be
very glad to control it.

"Mining." Harrisburg, Penn.: I have no doubt
that you will be interested in the beautiful half-tone
pictures of mountain scenes in the mining regions,
made by the modern half-tone process, which will
be sent without charge, if you will mention LESLIE'S
WEEKLY, and address John Boyd, 66 Wall Street,
New York. These pictures are inclosed in a por-
tfolio and are worth looking at.

"Vermont." Greene Copper is earning and pay-
ing dividends. Corn Products common, at present,
is not in sight of dividends, though these are event-
ually expected. As things are now, I would rather
have Greene Copper, therefore. The recent an-
nouncement that the Candy Trust is to enter the
glucose business may be significant, as it has been
one of the chief customers of the glucose corporation.

"T." Churchville, N. Y.: Denver and Rio Grande
preferred ranged in price last year from 83 1/4 to
91 1/4, and it is a curious fact that these are about
the high and low prices thus far for this year. The
obligations the road has been assuming, on account

Mothers will find Mrs. Winslow's Sooth-
ing Syrup the best remedy for their children. 25c. a bottle.

The Best All-round Family Liniment is "BROWN'S
HOUSEHOLD PANACEA." 25 cents a bottle.

THE Solmer Piano is the prime favorite for artists for
both concert and private use.

of the extension of the Gould system to the Pacific,
are rather heavy. Southern Pacific preferred pays
better, and is a preferred stock. C. C. C. and St.
L. is a better security, though it pays only four per
cent., while selling a little less than par.

"S. A. C." Rochester, N. Y.: In certain branches
of the iron and steel trade a tendency to slackness
has been noticed of late. In other departments the
demand is unabated. The enormous amount of iron
and steel required for building operations and by
the railroads, for various purposes, is a helpful in-
fluence. There are those who believe that this in-
fluence will not survive the year, and that over-
speculation in real estate is bound to show itself in
certain sections before many months have elapsed.

"S." Spring Valley, N. Y.: 1. Canadian Pacific
sold last year as low as 131, and as high as 177. Thus
far this year, it has ranged from 156 to 177 1/4. The
road has profited largely by the increased value of
its lands and the settlement thereon by immigrants,
especially from the United States, who are accus-
tomed to using railways freely. In view of the
growing competition it is to have, it does not look
attractive. 2. I do not believe in buying stocks on a
margin when money is tight and liquidation im-
pending.

"L." Lebanon, Penn.: Corn Products Refining
preferred will undoubtedly receive its first quarterly
dividend shortly. It will be at least 1 per cent., and
the expectation has been that it will be more, but
earnings would justify the full dividend, and ulti-
mately I have no doubt this will be paid. It is
cumulative according to the date on the certificates,
which I am unable to give you. For a long pull, this
stock has merit, as the company is in the hands of
Mr. E. T. Bedford, who is thoroughly familiar with
the business and has the reputation of making his
properties successful.

"Globe." 1. When Chicago Union Traction pre-
ferred was recently hammered down around 12,
speculative purchases were made by those who
always believe the safest time to buy a stock is
when nobody else seems to want it. Its future de-
pends on the plan of reorganization which has been
agreed upon. It may involve an assessment. 2.
American Ice Securities has had a remarkable rise.
It sold last year as low as 25, and as high as 36, while
this year it has ranged from 35 to 65. I called at-
tention to its possibilities a year ago. That was the
time to have bought. The earnings this year are
announced by President Oler to be far ahead of
those of last year. There is an impression that a
dividend is to be declared before fall.

"B." Mobile: While I do not believe we are to
have a bull market this year, unless money slackens
and becomes more plentiful, it is possible that the
adjournment of Congress, with a good outlook for
the crops, might stimulate activity and lead to a
short-lived advance. On such a market the coal
shares might again be favorites, and, in that event,
Ontario and Western would look attractive, al-
though its latest report of earnings was not wholly
favorable. American Malt preferred, either the old
stock around 28, or the new stock selling on the
curb around 44, will, I believe, have its turn some
day. The old stock is entitled to a large amount of
accrued dividends, which were surrendered by those
who accepted 62 per cent. of their holdings in the
new stock. Some of the holders of the old shares
still insist that they cannot be made to surrender
the stock except on a settlement of the accumulat-
ed dividends.

NEW YORK, June 14th, 1906.

JASPER.



For chops, steaks,
cutlets, etc., add to
the gravy one or
two tablespoonsful of
Lea & Perrins'
Sauce

THE ORIGINAL WORCESTERSHIRE
before pouring it over the
meat.

John Duncan's Sons, Agts., N. Y.

Pears'

Pears' Soap is the
great alchemist. Women
are made fair by its use.

Sold continuously since 1789.

Send for
Free
Book
on
Household
Health

SY-CLO

TRADE MARK

The Closet of Health



The first step toward a proper understanding of the
sanitation of the home is to get the book on "House-
hold Health." It is sent free on application. It ex-
plains the perfect principle of the wonderful SY-CLO
Closet and shows why it is the safe closet. It tells how
to detect the unsanitary closet—how to protect the
health of the home.

The SY-CLO Closet has a double cleansing action.
A copious flush of water from above starts an irresist-
ible syphonic action from below. The downward rush
of the water through the pipes creates a vacuum—a pow-
erful pump-like pull which instantly empties the bowl
of all its contents instead of merely diluting as does
the ordinary closet.

Being formed of a single piece of solid white china,
the SY-CLO Closet is without crack, joint or seam for
the lodgement of impurity. Nothing can adhere or be
absorbed.

By an unusually deep water seal between the closet
bowl and the sewer connection making the escape of
sewer gas into the home impossible, the SY-CLO Closet
gives adequate health protection against the dangers
from without.

SY-CLO Closets are heavily constructed and have
unusual strength. With ordinary care, they will out-
last the building,—a perpetual safeguard of health.

SY-CLO stamped on a closet, no matter what other
mark is on it, signifies that it is constructed of the best
material, with the aid of the best engineering skill,
under the direction of the Potteries Selling Co., and that
eighteen of the leading potteries of the United States
have agreed to maintain its standard of excellence.

If your home contains a closet of imperfect con-
struction, improper material, or one subject to rust,
corrosion, or under surface discoloration such as por-
celain enameled iron, you may be unknowingly exposed
to a dangerous source of disease. If you have such a
closet, self defence demands that you replace it with the
closet bearing the trade mark name of SY-CLO, the seal
of safety, the safeguard of health.

A book on "Household Health" mailed free if you
mention the name of your plumber.

Lavatories of every size and design made of the
same material as SY-CLO Closets.

POTTERIES SELLING CO., Trenton, N. J.

Diseases of the stomach
and bowels,
obesity

Heart diseases,
gout,
diabetes

HOMBURG

v.d.H.
25 minutes from Frankfurt a.M.

Famous watering place and fashionable health resort
Direct carriages from Ostend to Homburg.

For Prospectus apply
to the Kurverwaltung.



20TH CENTURY LIMITED

18-HOUR TRAIN TO CHICAGO.
New York Central and Lake Shore.

A Talk on Advertising Service



THE article reproduced on this page is from Printers' Ink, the most prominent and independent Advertising Journal in America.

The editors of Printers' Ink wrote and published this article on their own initiative after making the most complete and comprehensive investigation of advertising agency methods for the benefit of their readers.

Lord & Thomas are reproducing the article this month in thirty-five leading magazines at an expense of over \$20,000.00.

Because they believe this report by so great and independent an authority as Printers' Ink constitutes a matter of concern to all who are interested in that most interesting part of modern commerce—modern advertising.

PRINTERS' INK.

A JOURNAL FOR ADVERTISERS.

ENTERED AS SECOND-CLASS MATTER AT THE NEW YORK, N. Y., POST OFFICE, JUNE 23, 1896.
VOL. LV. NEW YORK, APRIL 18, 1906. NO. 3.

MODERN ADVERTISING SERVICE.

ORGANIZATION OF THE LORD & THOMAS ADVERTISING AGENCY—NOW SAID TO BE THE LARGEST AGENCY IN THIS COUNTRY—HOW MAIL ORDER AND GENERAL ADVERTISING ACCOUNTS ARE OPERATED SIDE BY SIDE, EACH HELPING THE OTHER—WRITING GOOD COPY AND WATCHING AND RECORDING RETURNS EQUALLY IMPORTANT.

Lord & Thomas now claims the distinction of being the largest general advertising agency in the United States. No American Advertising Agency has ever made a statement showing as much business as they show.

They claim leadership not only in the gross amount of advertising cleared through their organization, but also in the number of individual accounts on their books.

These numbered 685 in February.

It is said that no other agency has ever shown more than 200.

Lord & Thomas gave the following extensive insight into their methods the other day for Printers' Ink. They said:

"While ours is the largest agency in the country, we do not seek to 'handle large accounts' to the exclusion of small ones.

In fact, we would hesitate to confine operations to a half-dozen very large accounts. We seek particularly accounts ranging from \$1,000 to \$5,000 a year, and to scatter a large number of them over a wide range of commodities.

So we are placing advertising today for a wider range of commodities and articles, perhaps, than any other agency.

We are the largest agency because we have built up hundreds of small accounts.

For this reason our whole organization is designed to give the smallest, as well as the largest, advertisers individual attention. Our growth depends on it.

And we have data about results from so many advertisers that our service could not possibly be obtained from any agency with fewer accounts and a narrower range of commodities to push.

The very fact that we market so many different articles through advertising gives us experience and judgment invaluable to any advertiser.

Our accounts are divided into two great branches—General Advertising and Mail Order Advertising.

This year we will place approximately \$2,500,000 in general business and \$1,500,000 in mail order lines, a total of \$4,000,000.00.

Our mail order accounts bring us absolute data upon the pulling power of different forms of copy and also show the pulling power of each individual newspaper, magazine, mail order, farm, religious and trade journal.

On this data we depend for knowledge that enables us to start a general advertiser with the right copy, in the right mediums

from the very beginning, and give him returns that mean growth, without the waste of money that would come from experimental work.

Our contract names twelve duties which we agree to perform for the advertiser, constituting what we understand by the word service.

It also binds the advertiser to certain duties which he must faithfully carry out for our guidance.

He must, when and where it is practicable, make a weekly report on returns from his advertising, specifying the number of replies and orders received from each separate piece of copy and each separate medium in mail order campaigns, and the amount of traceable increase in sales due to his advertising when goods are sold through retailers.

On our part, we bind ourselves to compare the returns and sales shown in each advertiser's report with reports and statistics of other clients, ascertaining each week whether his advertising is paying as well as it ought to and discovering defects when it is not. Of course, we treat all these reports in strict confidence. This information is tabulated in what we call our "Record of Results."

The latter is the guiding spirit of our business.

It gives us positive knowledge about copy and mediums in widely varied lines of publicity, minimizes experimental work, eliminates the element of chance.

By making more certain the returns for our clients it means our growth, and we have developed this Record of Results for six years.

No other agency in the world has anything like it.

With this body of information, pouring in weekly from scores of advertisers in all lines, embracing returns from every good publication in the country on clothing, foods, stoves, medicines, mail merchandise and every form of commodity, we quickly discover obscure publications that are strong, prominent ones that are weak.

Sixty-six per cent of general advertising checked by thirty-four per cent of mail order publicity is a ratio we carefully maintain, because we believe that mail order advertising is an invaluable guide to safe procedure in general advertising when properly interpreted.

The same kind of copy that pulls best for a mail order commodity will, when rightly adapted, also get money out of people's pockets in the stores.

Our Record of Results shows many surprising cases where small publications pull better than big ones.

When a publication begins to pay it can't remain hidden long from us because of our Records.

Many old publications of immense prestige have circulations that have been worked over and over again, so that their general

reputations among advertisers is often out of all proportion to the actual returns they bring from keyed advertisements.

Other mediums, comparatively new or just being built up, without much prestige, may have a new, live, growing circulation that makes them highly profitable.

For example, in a certain Southern city there is a certain daily newspaper of wide reputation, old and great in circulation.

It has a competitor in the same town, new and with smaller circulation.

We tried out both papers on mail propositions with astonishing results in favor of the smaller paper.

Then a general commodity, selling in stores was tried in both with the same result.

Many of our clients were then put into this new medium, and nearly all got sales and inquiries at one-third the cost in the older paper. Our clients get into such a medium long before its reputation is established generally.

Our system of centralized records based on reports from advertisers, not only indicates the line of least resistance quickly and infallibly, but the expenditure of our largest client serves as a guide in the development of our smallest, and vice versa.

Advertisers seldom realize how quickly the character of a circulation may change.

A mail order advertiser, for instance, may find a certain publication one of his most profitable mediums for several seasons.

He drops out some summer.

When he begins in the fall that paper does not pay, for some reason.

The publication has always paid, and it is the last thing he blames.

Five or six failures may be necessary before he is willing to distrust the paper.

But we have received a report of failures from a dozen advertisers on that paper.

So the paper comes under suspicion.

If it is really weak, all our advertisers are out within a month, and there is a big aggregate saving.

Think what this means in dollars to the small advertiser.

How does this work out for a general advertiser?

Well, take the case mentioned of the two dailies in the Southern city.

The returns for mail advertising in the smaller paper woke us up.

We investigated at close range and found that all the retailers in that city were using the smaller paper, too.

They were alive to conditions.

So we put our general advertisers into it.

One of them sent us \$3000 for the older paper while this investigation was going on.

We explained the situation.

He sent a representative to that town and found that his advertising would probably bring three times as much results in the smaller paper, or 300 per cent more returns for his money.

He changed his order, and got the increase expected.

Other advertisers and agencies are still going into the wrong medium on its general reputation.

Our centralized records also indicate the most effective kinds of copy.

A page in Munsey's costs \$500.

It may bring \$5000 to an advertiser in returns, or only \$2.

The difference in results from so good a medium will be due to copy—nothing else whatever.

What goes into the space—that makes the difference.

Our Copy Department is so organized that no writer handles more than twelve accounts a year—or fewer, probably, than with any other agency in the country.

While our knowledge of mediums is vital, our Record of Results brings it, you might say, almost automatically.

Therefore, ninety per cent of the thought, energy and cost of running our agency goes into copy.

The line between successful and unsuccessful copy is not broad.

But it is definite.

General advertising copy has always been allowed a wide margin for errors because results could not be traced under old conditions.

Mail order advertisers have allowed no margin for errors, but demanded exactitude and keyed replies.

With our records from mail order advertising we know to a certainty the copy that brings the greatest returns in actual sales and this definite knowledge we apply to general advertising so far as practical.

And our copy department is so organized that though a writer were the best copy-man in the country the element of personality in his work for any of our clients would have less to do with the pulling power of the copy than the selling reasons it embodies, based on our Record of Results.

The lesson constantly taught by these records to our staff makes each writer stronger because he is guided by positive knowledge, and his work is more certain than it possibly could be without our organization, because he is working on definite data, along definite lines, for definite ends."

Lord & Thomas took a great deal of pains to show Printers' Ink the inner workings of the Record of Results department.

Eight people do nothing else but tabulate and file information from scores of advertisers' reports.

The cold, hard figures, in dollars and cents, go down on cards that are classified according to copy and publications.

Probably the pulling power of copy and media is nowhere shown up so completely—at least this side of Judgment Day.

Pull out a card and there will be found on it the record of returns for the last week on from three to three dozen different commodities.

Each piece of copy and each medium brought so many replies and sales for each advertiser at such and such cost—and there is no way of getting behind the returns.

In the past six years it has cost \$100,000 to maintain this record cabinet.

protect your advertising appropriation.

When you are about to invest money your first consideration is naturally "security".

Your business judgment demands something tangible to make your money safe.

How about your advertising investment?

The Lord & Thomas Record of Results safeguards your advertising investment—makes you certain that your appropriation will be wisely placed and the dividends you have a right to expect reasonably certain.

With no other advertising agency in the world can you have such a feeling of certainty, because no other agency has such a record with which to protect your interests.

These considerations should lead you to carefully read and fully digest this article from Printers' Ink.

What you read should lead you to investigate the details of Lord & Thomas service.

If you are seriously interested in advertising—if you contemplate advertising—if you care to investigate the possibility of increasing the results from your present advertising—Lord & Thomas will be pleased to explain to you in person just what their service means to you.

Lord & Thomas are about to issue a series of small books (cloth bound) covering advertising—newspaper, magazine and outdoor—in all its phases.

The value of the information and data these books contain cannot be measured by the price they were intended to sell at—\$4.00—but Lord & Thomas will gladly send them free to any interested advertiser or anyone contemplating advertising.

AS Printers' Ink so truly says, "the pulling power of copy and media is nowhere shown up so completely" as it is in the Lord & Thomas Record of Results Cabinet.

It must be obvious to any advertiser or prospective advertiser that this record does "give positive knowledge about copy and media" and does "minimize experimental work and eliminate the element of chance" in Lord & Thomas Campaigns.

Think how much this means to even the most experienced advertiser.

The Lord & Thomas Record of Results is practical tangible assurance that Lord & Thomas are qualified above all others to

LORD & THOMAS

ESTABLISHED 1873

Largest Advertising Agency in America

CHICAGO

Annual Volume Placed for Clients
Approaching \$4,000,000.00

NEW YORK



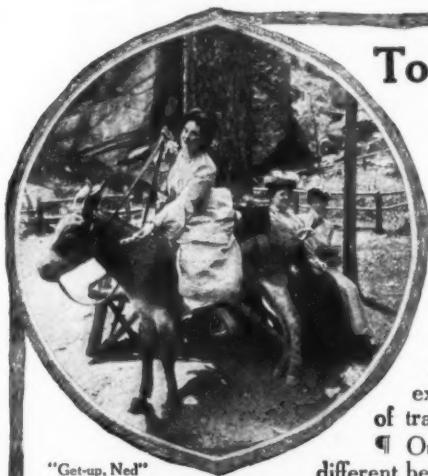
SOME ONE SURE OF IT.

BOBBIE—"Pa, is it really true when you lick me it hurts you more 'n it does me?"
FATHER—"Yes, Robert."
BOBBIE—"Then here's where you get hurt. I threw the cat down the well, an' ma 's goin' to tell you on me."

Wilson—

The only whiskey that places a complete, guaranteed analysis on each & every bottle—
See back label!

That's All!



"Get-up, Ned"

To COLORADO for a "Glorious Time"

Teachers, bankers, business men and women—people from every walk of life are to be seen in Colorado on a summer's day. Tens of thousands of them—**all happy.**

Just leave **your** cares behind and let the Colorado air and sunshine, the magnificent scenery, the exhilarating pastimes, do their work of transformation.

Our word for it, you'll come home a different being from the one that went away.

There are several routes to Colorado, but ask anyone who lives there or has been there, and they'll tell you "Rock Island" is the best way. Only road with direct lines from East to both Colorado Springs and Denver.

Send for the Rock Island's 80-page book, entitled "Under the Turquoise Sky"—beautifully illustrated and printed on specially prepared paper. Your name and three two-cent stamps will bring it.

Low rates all summer via Rock Island Lines. Special reduction account Elks' meeting July 10 to 15. Full information upon request.

JOHN SEBASTIAN, Passenger Traffic Manager,
Room 25, La Salle Station, Chicago.



BALL-POINTED PENS (H. HEWITT'S PATENT.)

Suitable for writing in every position; glide over any paper; never scratch or spurt

Made in England of the finest Sheffield rolled steel, BALL-POINT pens are *more durable*, and are ahead of all others

FOR EASY WRITING

Buy an assorted sample box of 24 pens for 25 cts., and choose a pen to suit your hand. Having found one, stick to it!

POST FREE FROM

H. BAINBRIDGE & CO., 99 WILLIAM STREET, NEW YORK
or any Stationery Store.

BLOOD POISON

FOR MORE THAN TWENTY YEARS we have made the cure of Blood Poison a specialty. **Blood Poison Permanently Cured.** You can be treated at home under same guaranty. Capital \$500,000. We solicit the most obstinate cases. If you have exhausted the old methods of treatment and still have aches and pains, Mucous Patches in Mouth, Sore Throat, Pimples, Copper-Colored Spots, Ulcers on any part of the body, Hair or Eyebrows falling out, write for proofs of cures. 100-page Book Free.

COOK REMEDY CO.

374 MASONIC TEMPLE, Chicago, Ill., U. S. A.

Intending purchasers of a STRICTLY FIRST-CLASS Piano, or Piano and Self-Player combined, should not fail to examine the merits of the world-renowned

SOHMER PIANOS

and the "SOHMER-CECILIAN" Inside Players, which surpass all others.

Catalogue mailed on application.

SOHMER & COMPANY, NEW YORK.

Warerooms: Cor. 5th Ave. 22d St.

Advertise in Leslie's Weekly

A Sparkling Toast to the June Bride



Here's joyousness and health, caught at Nature's font, and held imprisoned for your delectation in

Hiawatha Sparkling Spring Water

the pure, sparkling table water that holds the World's Highest Awards for purity and goodness.

Hiawatha Spring Company.

Order Hiawatha today.

The booklet, "It's What's Inside," sent free.

LOUIS M. PARK COMPANY.

Distributors, Minneapolis New York Chicago St. Paul Duluth

VACATION TRIPS

— AND —

SUMMER OUTINGS

TO ALL PARTS OF THE

UNITED STATES

AND CANADA

ROUTES AND RATES

Fully set out in the

Summer Excursion Book

.....OF THE.....

PENNSYLVANIA RAILROAD

ON SALE AT ALL
TICKET OFFICES
AT TEN CENTS PER COPY

Or sent postpaid on receipt of 25 cents in stamps by GEORGE W. Boyd, General Passenger Agent, Broad Street Station, Philadelphia

J. R. WOOD, Passenger Traffic Manager

Quaker Rice

<Puffed>



Copyright, 1906, by
The American Cereal Co.

You cannot resist the temptation to eat Quaker Rice once you taste it—nor is there any reason why you should resist, because Quaker Rice agrees perfectly with even the weakest stomach.

Quaker Rice

<Puffed>

is distinctly different from any other cereal you have ever tasted. It is made by a wonderful, patented process that puffs or inflates each rice kernel many times its usual size, and gives to it a delicacy of flavor and a dainty crispness that you never dreamed rice could possess.

Quaker Rice is thoroughly cooked and ready to serve with milk cream or sugar, just as it comes from the package, altho' a minute's warming in a hot oven will add to its deliciousness.

Quaker Rice Candy and Quaker Rice Brittle and other delightful confections can be easily made at home by following the directions on the package. Quaker Rice is so easily digested and thoroughly good that you can let your children eat it in unlimited quantity without the slightest hesitation—and the children like it any way you serve it.

Quaker Rice is sold by grocers everywhere at 10 cents the package.

Made by the Manufacturers of Quaker Oats. Address, Chicago, U. S. A.